

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

FEBRUARY 25 1961



...release

'DOLOXENE'*

brand DEXTROPROPOXYPHENE HYDROCHLORIDE

is solely an analgesic

65 mg. three or four times daily for prompt alleviation of severe pain.

'Pulvules' 'Doloxene' are available in strengths of 32 mg. and 65 mg.

Lilly

*TRADE MARK

ELI LILLY AND COMPANY LIMITED · BASINGSTOKE · ENGLAND



use our manufacturing facilities for the extension of your business

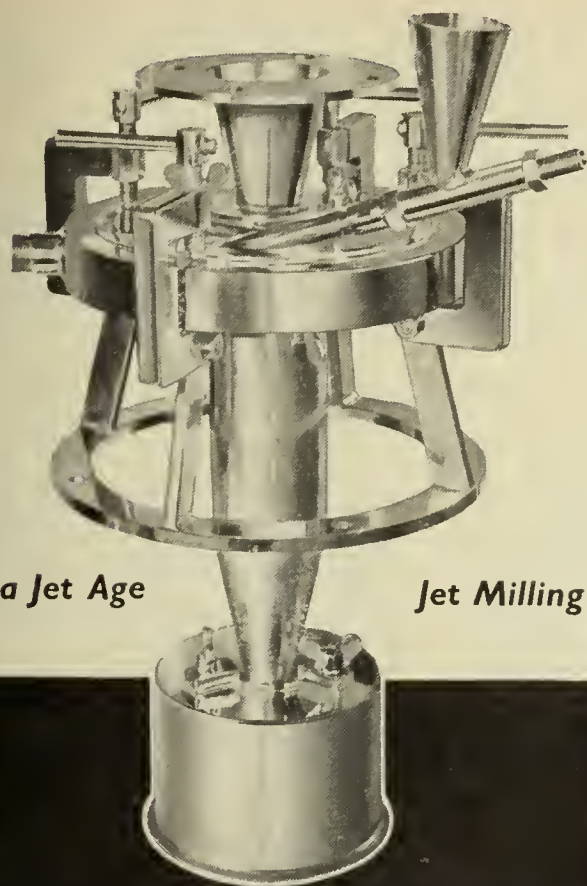
Arthur H. Cox & Co. offer a comprehensive manufacturing and packaging service for those promoting new products for home and overseas markets.

It is an organisation that is not only responsible for fine products well packed and ethically presented but it provides large-scale facilities for the manufacture of pharmaceutical and medicinal preparations made to private formulae and specifications.

Also available is a personal service which enables clients to avail themselves of technical advice and data accumulated over very many years of research and development.

ARTHUR H. COX & CO. LTD BRIGHTON ENGLAND

Photograph by courtesy of the G.P.O.



The Micronizer

The original Fluid Energy JET mill

Grinds solids to Sub-sieve and Lower Micron ranges.

Is operated by compressed gases and—if required—under sterile conditions.

Is in use in a wide range of industries.

Can be designed to grind most materials.

Is available in a wide scope of sizes, according to desired output.

Is sold under guarantee.

Micronizer mills or complete installations produced to customers' requirements



If you have a grinding problem, contact

F. W. BERK & CO., LTD.,

MICRONIZER PLANT DEPARTMENT

Berk House, 8 Baker Street, London, W.1

Telephone: HUNter 6688



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 175

February 25, 1961

No. 4228

CONTENTS

Cumulative Price List *Loose Supplement*

Hospital Pharmacy Forum ... 190

Leading Articles:

Retailing Under Handicaps ... 189

Machinery and Packaging ... 189

MACHINERY

Evaporation and Molecular Distillation 181

Machinery Notes ... 193

Onward from Galen ... 190

PACKAGING

Sacks for Chemicals ... 186

Fancy Papers in Packaging ... 191

Packaging Notes ... 194

Sterilised Strip Packs ... 197

Pharmaceutical Society of Ireland:

Council Meeting ... 179

Resale Price Maintenance ... 173

Restrictive Practices Court ... 178

Topical Reflections ... 171

Business Changes ... 174	Information Wanted ... 176
Coming Events ... 201	In Parliament ... 172
Commercial Television ... 201	New Products ... 175
Company News ... 174	Patents ... 200
Contemporary Themes ... 200	Print and Publicity ... 201
Correspondence ... 177	Sport ... 171
Deaths ... 174	Trade Marks ... 202
Dispensing Price List ... 200	Trade Notes ... 176
Echoes of the Past ... 189	Trade Report ... 198

INDEX TO ADVERTISERS, pp. 5 & 6.

Classified Advertisements, p. 64.

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

WOLVERHAMPTON: 89 Woodland Avenue, Tettenham Wood.
GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679.
LEEDS: 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each.



Shortening
the period of
convalescence

METATONE

METATONE* is designed to help shake off mental depression and physical lassitude and to restore appetite and bodily vigour following influenza and other debilitating illnesses. A pleasantly-flavoured tonic, combining appetite-promoting vitamin B₁ with strychnine and mineral glycerophosphates, METATONE rapidly restores normal metabolic function.

Supplied in bottles of 8, 16 and 80 fl. ozs.

* TRADE MARK

PARKE-DAVIS

WPS III2



PARKE-DAVIS & COMPANY Inc. USA Liability Limited
Hounslow, Middlesex • HOUNslow 2361

The CHEMIST AND DRUGGIST

Volume 175

FEBRUARY 25, 1961

No. 4228

Colouring Matter in Food

A REVIEW OF REGULATIONS

THE Government is to review the permitted list of colours in the Colouring Matter in Food Regulations, 1957, and the Colouring Matter in Food (Scotland) Regulations, 1957.

Consideration will be given to any representations for additions or deletions arising from any new developments in colour manufacture or food processing or fresh evidence relating to the safety or otherwise of colours. They should be addressed to the assistant secretary, Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1, or to the secretary, Department of Health for Scotland, St. Andrew's House, Edinburgh, 1, to arrive not later than July 31.

Developing Countries

NO PRIORITY FOR CONSUMER GOODS

"THERE are in the world today such a huge variety of consumer goods on sale to those with the money to buy them that even a spendthrift country will only be able to acquire a small fraction of what is available; a wise country will minimise the import of consumer goods until its own basic economy is in a sound state of growth," said Professor P. M. S. Blackett, M.A., F.R.S., while delivering the tenth Hinchley Memorial lecture to the Institution of Chemical Engineers in London on February 15. In his lecture, which was entitled "Science and Technology and the Developing Countries," the Professor pointed out that an important change had taken place in the attitude of the Western World to the poorer countries which had not yet reaped much benefit from the scientific and industrial revolution. It was essential that a poor country had a clear idea of what were the right priorities for its investments. Professor Blackett purposely dealt mainly with capital goods and said little about consumer goods. In considering what sort of capital goods were best for the underdeveloped countries it was essential to remember that a plant produced for an industrialised country like Britain where capital was cheap and labour was dear would not necessarily be the best in those countries where capital was short but labour abundant. The improvement of agricultural yields was the most vital single step in much of South-east Asia and in particular in India and it was the chemical engineer who produced the plant for the manufacturer of the three

essential chemical factors (fertilisers, pesticides and selective weed-killers).

Decimalisation Plea

UNITED KINGDOM "OUT OF STEP"

THAT within a few years the United Kingdom would be "out of step numerologically with all the other countries of the world" is the "inescapable conclusion" of the non-party organisation PEP (Political and Economic Planning) in its booklet "Systems of Measurement." It states that monetarily the country would be isolated in the Commonwealth as the only member with non-decimal currency. "It will be isolated in the world at large as the only major country with non-decimal currency and non-decimal measures. . . . A change in the way in which we count money and measure in this country seems inevitable within a finite period, say, fifty years. The question at issue is whether we choose to change by an act of corporate will or are content to be pushed." The authors argued that where decimalisation of the coinage was concerned the longer the delay the greater would be the expense. Where weights and measures were concerned the longer the delay the greater the

confusion to be ultimately disentangled and the heavier the handicaps to exports. In a chapter headed "Metric penetration in the United Kingdom" reference is made to the fact that the pharmaceutical industry made very wide use of metric weights. "The Pharmaceutical Society . . . and the British Pharmacopœia have advocated it for years."

Propaganda for Health

BUILDING SOCIETY'S DISPLAY VENTURE

THE Ministry of Health and Glaxo Laboratories, Ltd., are among six organisations providing displays in a series "Looking at Britain Today" staged by the Woolwich Equitable Building Society in the windows of its branches. The Ministry's display deals with the prevention of home accidents, and that of Glaxo Laboratories, Ltd., with aspects of the production of modern pharmaceuticals and the research involved. The displays are appearing simultaneously at thirty-six branches of the Building Society from March 1.

Home Medication Survey

WHEN HOUSEWIVES TREAT THEMSELVES

RESULTS of a survey on home medication carried out by Sales Research Services, Ltd., show that of the 1,481 housewives interviewed eight in ten claimed to have suffered some form of illness during the previous year. Of the 754 who had had colds eight in ten had used their own remedy only, whereas 71 per cent. who contracted influenza sought their doctor's advice.

Thirty-nine per cent. sought medical advice for coughs and 32 per cent. when suffering from biliousness. It is estimated that £40 millions is spent each year by people on buying medicines for themselves.



PHARMACY UNDERGRADUATES SEE HOW PHARMACY ON A MANUFACTURING SCALE IS CARRIED OUT: Members of the Nottingham University Pharmaceutical Society photographed in the pharmacy research unit of Glaxo Laboratories, Ltd., during a tour of the company's Greenford factory recently.

IRISH NEWS

THE NORTH

Ulster Chemists

MONTHLY MEETING OF EXECUTIVE

THE February meeting of the Executive Committee of the Ulster Chemists' Association was held in Belfast on February 7. Due to the unavoidable absence of Mr. W. J. Moffett (president), at the commencement of the meeting, Mr. J. Paul (vice-president) occupied the chair.

MR. PAUL expressed deep regret at the loss the Association had sustained by the recent sudden death of Mr. J. Caldwell. He paid tribute to the large part he had taken and to the excellent work Mr Caldwell had done on behalf of the Association. The Executive Committee extended their sympathy to Mrs. Caldwell and her daughters in their bereavement. A request was received from the Associates' Committee for a joint Council meeting to discuss the following items: Closing shop on one or two Bank Holidays; closing at 6 p.m. and claims in respect of payment in lieu of proper notice; and holiday pay; and it was agreed to hold a meeting on February 14. THE SECRETARY reported progress of the subcommittee considering the new price list, and said suggestions for its improvement from provincial members were welcomed. The secretary was instructed to proceed with preliminary arrangements forthwith. A report of the subcommittee's findings regarding plans for celebrating the diamond jubilee of the Association by a dinner and dance in early October was also approved. It was agreed to hold a whist drive on March 22 in aid of the Northern Ireland Chemists' Benevolent Fund. Mr. D. Corbett, 1 Lower Branian Road, Belfast, 5, was elected to membership.

Associates' Section

MONTHLY COMMITTEE MEETING

A LETTER was read which had been sent to the Society of Pharmaceutical Students advising them that full-time students of pharmaceuticals at Queen's University were eligible to become members of the Associates' Section, at the February meeting in Belfast of the Committee of the Associates' Section of the Ulster Chemists' Association. Mr. R. J. Davidson was in the chair. A letter was also read which had been received from the Society of Pharmaceutical Students enclosing literature on the I.P.S.F. Student Exchange Scheme, and it was agreed to write to the Ulster Chemists' Association inquiring if they would place a notice on the price sheet asking anyone interested in this scheme to contact the U.C.A. office or the S.P.S. It was noted that overtures were being made in the local Press to pharmacists to join in partnership in opening new pharmacies with persons who are not qualified pharmaceutical chemists, and it was unanimously agreed that the committee should most strongly advise their members not to sell their professional status to such speculators. Another letter was read which had been received from Mr. D. Corbett, Ph.C., tendering his resigna-

tion from the Associates' Section, main and social committees, due to the fact that he was commencing in business on his own account, and a reply thanking him for his services on both committees and wishing him every success in his new venture. It was unanimously agreed that Miss R. Brown, Ph.C., be co-opted to the committee as a Pharmaceutical Chemist Representative. The following were approved for associate-ship: *Pharmaceutical Chemist*, Mr. J. W. J. Hogg; *Unqualified Assistants*, Mr. J. McAuley, Mr. P. J. Teague, Mr. B. M. Watson.

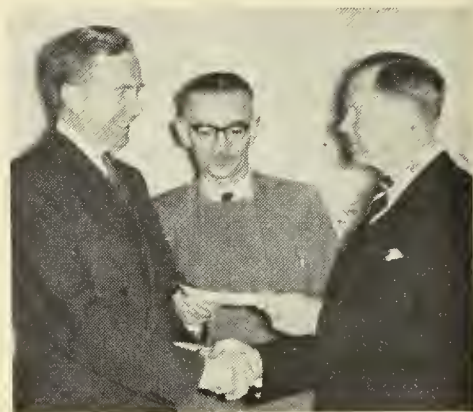
THE REPUBLIC

"Trends in Medicine"

A LECTURE TO STUDENTS

WHEN he first entered pharmacy forty years ago, recalled MR. A. R. G. CHAMINGS (a member of the Council of the Pharmaceutical Society of Great Britain) speaking at a meeting of the Irish Pharmaceutical Students' Association in Dublin recently, medicaments such as tinct, ammon, gent, and infus, buchu were in regular use. It had been said that such preparations embodied 5 per cent, therapeutics and 95 per cent, faith. But it was possible he suggested, that a future generation might regard present-day chemotherapeutic agents as medicaments constituting 50 per cent, faith. Outlining some of the principal drugs developed in recent years, Mr. Chamings made particular reference to the corticosteroids and also referred to the increasing number of central nervous system drugs and described the mechanism of some of them. He stated that although many C.N.S. drugs were not scheduled, it was advisable not to supply them except on prescription. Mr. Chamings suggested that the most important development in 1959 was the production of the antidiuretic chlorothiazide. The year 1960 saw the breakdown of the penicillin molecule, and 1961, he believed, might be memorable for the commercial production of interferon, which could be regarded as the precursor of antiviral substances. Interferon had been described as a substance produced by cells to inhibit viral attack, particularly attack by influenza. He went on to say that the number of chemotherapeutic agents available had become "enormous" and was expanding at an ever-increasing rate. It was estimated that £100 millions was spent annually on research, the bulk being subscribed by the United States and about one-tenth by Great Britain. Despite that, the public did not give credit for past achievements, and still clamoured for new remedies. Pharmacists, said Mr. Chamings, could not dissociate themselves from the other branches of medicine, because they had now reached the stage where the ordinary medical man could not develop his own skill, and at the same time keep pace with developments in the drug field. The pharmacist must keep up to date with modern trends if he was to fulfil his rôle as adviser. MR. G. C. O'NEILL (vice-president, Pharmaceutical Society of Ireland) proposed a vote of thanks which was seconded by DR. R. F. TIMONEY (dean

of the College). Replying, MR. CHAMINGS said he had been greatly impressed by the progress made in the Society's College and presented a cheque for £100 to Dr. Timoney on behalf of CIBA, Ltd. Dr. Timoney asked Mr. Chamings to convey the thanks of the College to the directors of his company.



CHEQUE FOR COLLEGE: Mr. A. R. G. Chamings, B.Pharm., presents a cheque to Dr. R. F. Timoney for the Irish College of Pharmacy. In the background is Mr. James G. Coleman (registrar, Pharmaceutical Society of Ireland).

Drug Prices

DEBATE IN THE DAIL

THE Minister for Industry and Commerce (Mr. Lynch) told Mr. W. Norton (Lab.) in the Dail on February 9 that the information furnished to him by representatives of the trade tended to show that, with the exception of a limited number of preparations, prices in the Republic were about the same as those obtaining in the Six Counties and in Britain. Mr. Norton had asked if the Minister had yet completed his inquiry into the prices of pharmaceutical products, and, if so, with what results? The Minister said that further investigation was now being directed towards finding the reasons for the price differential in the case of the exceptional items, which were not manufactured in the Republic. Mr. Norton: In view of the public disquiet on this whole question, would the Minister not consider establishing a Prices Commission so that this matter can be discussed in public, and thus the public be given an opportunity of knowing the elements which go to justify the present prices levels for these products? Mr. Lynch: I think I mentioned in the House already that in regard to drugs and chemicals—these are basic drugs and chemicals—there is no real difference between the prices here and those in Britain. Any differences there are, are very minimum. In some cases they favour the Irish consumer. In regard to proprietary preparations, It has been discovered that there is no difference either, except minimum ones, in respect of 90 per cent, of them. The remaining 10 per cent, is now being investigated. If I find that a Public Inquiry is warranted, the review having been made, I would give the matter favourable consideration. In reply to another question Mr. Lynch said that an inquiry conducted by a government department would be more effective than a public inquiry.

NEWS IN BRIEF

THE average rate levied in England and Wales for 1960-61 was 19s. 10d. compared with 19s. in 1959-60.

THE retail price index for December 1960, was 112, as in November 1960 (January 17, 1956 = 100).

A SHORTAGE of medicine bottles is reported from Corby, Northants, where the influenza epidemic has caused a sharp rise in dispensing.

CARTONS of soft drinks were taken away by thieves who broke into the pharmacy of Latewards, Ltd., 477 Princess Road South, Manchester, 20, recently.

STOKE-ON-TRENT, Staffs, Executive Council, concerned over the shortage of experienced doctors in the city, has decided to press for an incentive bonus for doctors in industrial areas.

THE Royal Society for the Prevention of Cruelty to Animals has launched a campaign to reform the administration of the Cruelty to Animals Act, 1876, with respect to experiments on animals.

TARIFFS within the European Free Trade Association are being cut by another 10 per cent. on July 1 instead of the scheduled date of January 1, 1962. When effective the tariffs will have been lowered by 30 per cent. between E.F.T.A. members.

ARRANGEMENTS have now been made with the Iraqi Embassy in London to make it easier for Britons to visit Iraq thus removing a major obstacle in increasing trade between the two countries. The change is a direct outcome of a recent trade mission to Bagdad.

"ATOMS at Work" was the title of an exhibition by the United Kingdom Atomic Energy Authority, at the Corn Exchange, Brighton, recently. The display illustrated the nature of nuclear fission and its applications, including the uses of radioisotopes in research, medicine, agriculture and industry.

IN response to an appeal by the Congo Christian Medical Relief Programme Allen & Hanburys, Ltd., Bethnal Green, London, E.2, have sent antibiotic preparations and surgical instruments to a value of £3,000 to the Congo during the past few months. In providing those gifts, the company enlisted the co-operation of Allen & Hanburys (Italia), S. a.r.l., Trieste.

THE medical committee of the Sheffield Regional Hospital Board has suggested the establishment of a poisons reference centre having full information of all household substances containing poisons and details of antidotes. The centre would be manned for twenty-four hours a day and would serve the whole country. The proposal is being brought to the attention of the Ministry of Health.

SPORT

GOLF.—IRISH CHEMISTS' GOLFING SOCIETY, in Dublin, on February 3, Annual meeting. Officers elected: Captain, Mr. J. T. Foley; Treasurer and Secretary, Mr. J. T. Foley and Mr. T. J. Lynch (jointly); Committee, Messrs. D. McHugh and J. Bourke. It was agreed that the four-day annual outing should be held at Dun Laoghaire, co. Dublin.

TOPICAL REFLECTIONS

By Xrayser

Effects of health charges

Because of his long association with pharmaceutical affairs, the opinions of Mr. H. Steinman carry authority, and when he says (p. 154) that the extra charge of one shilling on prescriptions is "a direct attack on chemists' remuneration," we may take it that the observation is to be treated seriously. As a member of the Central N.H.S. (Chemist Contractors) Committee, Mr. Steinman is in a better position than most to estimate the effect, so far as the contractor is concerned, of the increased levy. It seems perfectly clear that the pharmaceutical services of today (or perhaps, in view of the fact that the new charges do not operate until March 1, tomorrow) bear so little relationship to the original concept on which terms were negotiated that it would be well if both sides to the contract instituted proceedings for a completely new basis of payment. There is nothing to be gained by pretending that matters are as they were. Mr. Steinman also said that the chemist had still to act as unpaid tax collector—an honorary post he had thrust upon him on the introduction of prescription charges in 1953. Is there any reason why, in the changed circumstances brought about by the latest imposition, he should continue to act in that capacity? An intimation by the Central N.H.S. (Chemist Contractors) Committee to the effect that from March 1 it will be necessary to devise some other means of collecting the tax would be one way of drawing attention to the fact that the pharmacist is growing a little tired of being imposed upon, for upon his head falls abuse that should be addressed elsewhere. I hope that Mr. Steinman will be able to take his committee with him on the points he made.

Guidance

The letter on p. 162, intimating the sending of a resolution from the Oldham and District Branch of the Pharmaceutical Society, deals with a matter which had an airing in the somewhat torrid atmosphere of the House of Commons on February 8. (I think the Oldham Branch is to be congratulated on the prompt measures taken to convene a meeting and convey a resolution within a week of the initial announcement.) The branch considers it "a matter of urgency that a full statement should be published by the Pharmaceutical Society regarding the ethical difficulties which are bound to arise due to the new prescription levy, which in many cases will make the charge more than the payment received for the dispensing of the medicine." The pharmacist acting with scrupulous correctness would refuse in any circumstances to discuss the monetary value of any prescription. It should, in theory, be sufficient to indicate to the customer that the value of a medicine lies in its efficacy, and not necessarily in its price, and that, no doubt, is the attitude which the Minister of Health would recommend to the pharmacist. But it is easy to make such a reply in the House, or to write such unexceptionable advice in the quiet seclusion of one's study. The test of such an attitude is in reality at the moment that the question is asked. The Statement upon Matters of Professional Conduct (clause 15) says: "Prescriptions should not be discussed with patients or others in such a manner as to impair confidence in the prescriber." Is confidence inspired in proportion to the cost of the drug prescribed? And what about "Tab. Aspirin, gr. 5, mitte 12. Sig. Aspirin Tablets"? Confidence in the pharmacist would not be inspired by any attempt to dissemble. The situation is only one of many that will confront the "man in the front line," and the Society should give the desired advice with the promptness of those who asked the question.

Panorama

While one would not go so far as to expect television viewers to emulate the House of Commons in staying up all night to get at the truth of the shortcomings of the National Health Service, it was surely assuming a good deal to expect them to assimilate in four minutes a debate on drug costs presented (p. 148). And why call the programme "Panorama," which means a wide and complete picture?

DEBATE ON N.H.S. CONTRIBUTIONS BILL

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

THE debate on the second reading of the National Health Service Contributions Bill took place on February 15. Mr. A. WOODBURN said that all sorts of justifications had been made for the increased contribution charges. The pharmaceutical chemists were supposed to be the blackguards and he hoped that Sir Hugh Linstead would take an opportunity of saying something about that during the debate.

Mr. J. ARBUTHNOT said "If it is being suggested that this industry has been largely responsible for the increase in costs we should recognise the sources of revenue of the industry. In approximate figures, one-third of its products only is sold to the National Health Service; one-third is sold over the counter, and one-third goes to exports. Thus it makes a substantial contribution to our export trade, and anything that we might say in this House that would do harm to that industry would be a disservice to our export trade. Let us put into proper perspective the cost of drugs, and the proportion they bear to the total charges of the Health Service. The cost of drugs amounts to only between 6 and 7 per cent. of the total National Health Service bill. Patented drugs are largely in the hands of foreign companies, and this is largely because the amount of research conducted in this country is nothing like as great as in other countries, particularly the United States." Mr. Arbuthnot later added that, if there was to be some hope of stabilising the cost of the Health Service, the Ministry must convince the industry that it would give it fair treatment, taking into account its overall profitability, rather than pursuing isolated individual items. On its side "the industry must cease behaving like a clam and provide the Ministry with all the detailed information necessary to convince the Public Accounts Committee and Parliament that the charges for pharmaceuticals are no more than fair and reasonable." Mr. PERCY BROWNE wished to see field trials carried out under some central control rather than by the individual drug firms concerned. Dr. BARNETT STROSS said he believed sellers of patented drugs had a right to protection, but that did not mean the giving of monopolies. He quoted that a subsidiary of a great American company established in Britain sold a patented drug in France at half the price paid in Britain. He wanted to know if the Ministry had considered the granting of compulsory licences.

Much to be Proud of

Mr. J. SNOW believed the Association of the British Pharmaceutical Industry laid itself open to serious criticism and to the suspicion that it was not representative of British industry only, but of subsidiaries of foreign companies. That was a pity because the British industry had much to be proud of.

On February 16 Mr. KENNETH ROBINSON moved a prayer against the National Health Service (Charges for Drugs and Appliances) Regulations. He

said members of the Opposition were not claiming that the drug bill was too high. They recognised that there had been a steady stream of new and effective drugs, many of them expensive. They did not say that all drug manufacturers were exploiting the Service. Many British firms, and some foreign ones, were quite content to work on reasonable margins of profit, but some, especially among American firms with subsidiaries in this country, were not. It was known that a great deal of research had to go into producing one successful drug, and that firms had to get back those costs on a small minority of successful drugs, but manufacturers were "very cagey about their production, research and development costs, promotional costs and profit margins."

Different Prices in Different Countries

Later Mr. Robinson wanted to know how one antibiotic, for which the Minister paid a negotiated price of £64 per 1,000 tablets, was sold by the same manufacturer in France and Holland at £28 per thousand. The same drug imported from those countries could be bought at £37 10s., and that included a substantial import duty. Mr. Robinson said the United States firms had been "forcing the pace in promotional expenses all along the line." The pressure on doctors and pharmacists was so great that even reputable English companies were forced to follow suit in order to survive. One American firm was estimated to have 600 representatives calling on doctors at a cost of about £750,000 a year. It had been stated, and so far as he knew not contradicted, that over 2,200 representatives of drug manufacturers were going around the country. "That is one for every ten doctors."

Mr. JOHN MACLAY (Secretary of State for Scotland) said the Government had a duty to ensure that the country obtained full value for its money. He described ways in which doctors were being helped to prescribe efficiently and economically. The new Voluntary Price Regulation scheme had opened the means of effective negotiation with the industry. It should be remembered that the whole object of advertising was to increase volume of sales and thus reduce the ultimate costs. That could not be done in any other way. If the costs were to come down the volume was necessary; and the advertising was designed to that end. He did not think that all the advertising was right, but he asked members to keep it in that perspective.

Mr. E. GARDNER, referring to the Kefauver conclusions, did not believe the same state of affairs necessarily obtained in Britain. The curious and perhaps promising feature of the industry, so far as it had been investigated, was that the prices charged appeared fair and reasonable.

SIR HUGH LINSTAD first referred to his position as a secretary of the Pharmaceutical Society of Great Britain and then said he had received from pharmacists in various parts of the country

letters stating why they believed that the increased prescription charges were a mistake. Pharmacists did not receive personal benefit from the charges. They had only the thankless task of collecting. Their views were important and should be taken into account when assessing the effect of the charges. They believed that some charges would create hardship for the deserving patients and that some prescribers, in an endeavour to help patients, were likely to go to such expedients as prescribing one item for two members of the family. "They say that there may be cases where a prescriber will omit a desirable item under pressure from the patient, who may want to limit the number of charges he has to pay. There is no doubt that one effect of the charges will be to increase the quantities, and possibly to increase wastage." Another effect would be to encourage self-medication, and there was the general criticism that it involved the prescriber and the patient in a sort of conspiracy to defeat the charges. About the future of the pharmaceutical service and the drug bill he said that, so far as he could see, the costs of drugs would inevitably rise, "not because of any original sin on the part of manufacturers, but simply because new and modern drugs inevitably are more complicated to make, to test and put on the market." The Hinchliffe Committee had drawn attention to the fact that the increasing costs were not a British matter alone. The rise was to be seen in many foreign countries.

Prescriber Holds the Key

In Wigan it cost 53s. a year to provide drugs to a Health Service patient. In Wakefield, 52s., in Middlesbrough and in Bootle, 30s. The average cost of each prescription in West Hartlepool was now 8s., in West Ham 5s. 5d., in Cornwall 7s. 11d. and in Holland, Lincs, 5s. 6d. Obviously there was a prescribing habit among doctors in different parts of the country that might or might not be related to the local illnesses. If the reason for the prescribing habits could be found, and the knowledge so gained spread among doctors, the high-cost areas could be brought down to the level of the low-cost areas without any detriment to the Service. He hoped the Minister would see if he could keep medical students in touch with modern prescribing methods by "some other means than through the representatives of manufacturing houses." He concluded by saying: "In my view, it is the prescriber who holds the key to economy in this section of the Health Service. As long as the principle that the prescriber is to be free to prescribe whatever he believes his patient needs is safeguarded, his knowledge and his judgment are the main things that the Minister has to rely on. The patient can do little to control prescribing. I much regret that he should have to pay for increased costs over which he has virtually no control at all."

(To be concluded)

RESALE PRICE MAINTENANCE

An address to retailers and a statement to M.P.s

"PRICES, Quality and the Public" was the theme of a retail management conference arranged by the British Institute of Management at Leamington Spa, February 14-16.

Owing to illness Professor B. S. Yamey was unable to give a lecture on resale price maintenance. However, at less than twenty-four hours' notice, MRS. CHRISTINA FULOP took his place. She said that the abolition of resale price maintenance would not affect all types of traders in the same way. The practice had virtually disappeared in the grocery trade but remained in the pharmaceutical, stationery and tobacco outlets. Prohibition of price maintenance would restore over large areas of retailing, she said, the skill of fixing and varying prices. Mrs. Fulop referred to the "curious suggestion" by the supporters of price maintenance that varying retail prices did not reflect differences in efficiency but only the degree of service to the consumer. That was apparently based on the premise that, because retail costs were almost entirely fixed, they were therefore uniform. In fact differences in costs varied widely between retailers, because of differences in buying ability, salesmanship, administrative skill and location.

There was also the suggestion that price maintenance was not evidence of lack of competition, but supporters of price maintenance failed to acknowledge that it curtailed price competition, and that price reductions had proved the most effective weapon used by newcomers in retailing to attract customers from the traditional shopkeepers. Mrs. Fulop alluded to the recent experiences in the motor industry and remarked that "maintained" prices could just as easily lead to instability and waste of productive resources, unemployment and costly stockpiling. She believed the attraction of the personality of a shopkeeper was disappearing and fewer retailers would remain immune from the changes. Branding enabled the customers instantly to identify merchandise.

If resale price maintenance were made illegal established traders would no longer be protected from modern methods of retailing like the discount house where the distinguishing feature was the successful selling of household appliances and "consumer durables." By reducing services and overheads to a minimum, American discount houses were able to operate profitably at lower margins than conventional retailers.

P.A.T.A. States Pharmacy's Position

On behalf of 11,000 pharmaceutical chemists, members of the Proprietary Articles Trade Association, the Association has sent a statement "Resale Price Maintenance — The Pharmacy Aspect" to every member of Parliament giving a warning of the consequences in costs and standards of service to the National Health Scheme if individual resale price maintenance were abolished. It was pointed out that the pharmacists' two main professional functions—the dispensing of physicians'

prescriptions and the authorised selling of poisons—yield the smallest section of turnover. If pharmacists had to rely solely on the proceeds from those services they would have to charge more for them and the cost to the Health Service and to private patients would be correspondingly higher.

The statement emphasised that it was only the guaranteed margin on the proprietary articles he sold that enabled the retail pharmacist to earn a reasonable livelihood without throwing an undue financial burden on the dispensing side of his business and blunting his professional concentration by plunging him into price-cutting war.

Attention was also drawn to the fact that competition between individual manufacturers of branded products of a similar type, e.g., proprietary medicines, tooth-pastes, cosmetics, was intense: there was no agreement between the different manufacturers as to the retail prices to charge for their goods.

The statement added that three Government inquiries, the women's organisations and the Trade Union movement had all confirmed that individual price maintenance was in the public interest.

The statement concluded:—

"The present system of individual resale price maintenance ensures that the public can obtain proprietary goods all over the British Isles at the lowest economic cost, and on terms equitable to the producer and distributor."

A Newspaper Takes Up the Subject

The *Financial Times* on February 16 published an article "The Crumbling Facade of Price Maintenance" in which the commercial editor gave the impression that individual resale price maintenance was gradually being broken down. His final comment was that if after analysis of replies to the Board of Trade inquiry the "Government should then decide to end individual R.P.M., it would be following in sound footsteps. Both in Canada and in most of the U.S. price maintenance has been made illegal. Lower prices to the consumer, without dislocation to the manufacturer, have been the result."

In a letter to the Editor of the *Financial Times* Mr. H. E. Chapman (secretary, the Proprietary Articles Trade Association) challenged some of the points made in the article and quoting from the recent book "Fair Trade, Resale Price Maintenance Examined" (see C. & D., November 19, 1960, p. 639), Mr. Chapman repeated the experience of the Schick Razor Company of America when price cutting produced redundancy and unemployment. Mr. Chapman also reported the experience of a pharmacist in Indianapolis after the abolition of State fair trade legislation. Giving evidence to a committee of the United States Congress the pharmacist, Mr. A. C. Fritz, said "... In my own case the loss of fair trade has been a serious factor. A few months ago the Department of Internal Revenue asked me to explain why our gross profit margin was not larger than it showed on our tax re-

turn. When we showed the Department's representative item after item which was being sold at a cost much below our percentage of overhead he readily saw why our picture wasn't too bright!" Mr. Chapman added "Mr. Fritz must, of course, sell at the prevailing cut prices or lose his business. Do the advocates of abolition of R.P.M. in this country wish the state of affairs described above to obtain here?"

Mr. Gilbert McAllister (consultant, Resale Price Maintenance Co-ordinating Committee) also severely criticised the article in a letter to the Editor published on February 22 in which he suggested that the author of the article had annihilated the facts. Mr. McAllister quoted three American companies that had testified to the disastrous effect of the abolition of resale price maintenance as it affected their products. American experience had shown that when the principle of resale price maintenance was abolished it led to a drop in the total volume of sales, reduction of total outlets and in the end led to somewhat higher prices. After refuting the 5 per cent. fall in prices forecast by Professor Yamey, Mr. McAllister took the Commercial Editor to task for stating there was a case for hurrying the Board of Trade Inquiry and added "As this is a matter, however, which concerns one-fifth of all British consumer spending and vitally affects the future of some of our greatest and most important industries, the Board of Trade, one would hope, would discuss the matter more calmly."

Mr. Frank A. Friday and Mr. Bruce Roberts (managing director, Portland Shoes) also had letters published which were critical of the article.

American Experience

Mr. H. G. Moss has informed the Editor of the *Financial Times* that Mr. Chapman's letter was a salutary reminder of the disastrous consequences that followed the indiscriminate abolition of resale price maintenance. He recalled his visit to the United States in 1952 when the price cutting war was at its height. As a member of the Productivity Team Studying Retailing he was able to glean at first hand the inner workings of that type of retailing. Those who used branded goods as loss leaders frankly admitted they offset such losses by increasing the mark up on other classes of merchandise.

Mr. Moss adds: It was not without significance that the profits of some of those stores that year were higher than ever previously recorded. On the other hand the smaller or specialised retailers whose business was wholly or largely in the branded type of merchandise were at their wits end to know what to do, for if they sold at cost or below they had nothing else on which to break even and many faced bankruptcy. It was just that situation which led to the passing of the McGuire Amendment later that same year enabling States which so desired to maintain Fair Trade. Over half of the States in the Union have Fair Trade laws operating in a similar manner to Section 25 of the U.K. Restrictive Trade Practices Act. It did not seem to be realised that the removal of Section 25 would create monopolies in retail trading.

COMPANY NEWS

Previous year's figures in parentheses

BRITISH OXYGEN CO., LTD.—A one-for-two scrip issue to its ordinary shareholders was announced at the company's annual meeting in London on February 14.

EVANS MEDICAL, LTD.—The offers by Glaxo Laboratories, Ltd., to acquire the Preference and Ordinary capital (see *C. & D.*, January 14, p. 30), are now declared unconditional, having been accepted by stockholders holding over 90 per cent. of each class.

KEY GLASSWORKS, LTD.—A final dividend of 21 per cent., making 28 per cent. (against the equivalent of 23½ per cent., allowing for a one-for-three scrip issue) is proposed. Group profit has increased from £597,219 to £707,280 before tax of £376,395 (against £313,563).

MONO CONTAINERS, LTD.—The problems arising from the closing down of the company's Feltham factory are now being overcome, says Sir Godfrey W. Mitchell (chairman). He adds that the level of production is being built up at the two remaining factories at Park Royal and Durham. The directors are confident that expansion of the subsidiary, Plastic Packaging, will continue during the current year.

LAPORTE INDUSTRIES, LTD.—A final dividend of not less than 7 per cent. for the year to March 31, on the increased capital is forecast in the company's formal offer for Howards & Sons, Ltd. Details of the offer were reported previously (*C. & D.*, February 4, p. 103). An interim of 3 per cent. has already been paid. Group profit, before tax, including a contribution from Peter Spence & Sons, Ltd., for the first time, is unlikely to differ substantially from last year's record, it is stated.

BOWMANS CHEMICALS, LTD.—Net profit for year to October 31, 1960, was £24,976 (£12,298) and dividend equivalent, 11.35 per cent. after adjusting for a scrip issue (7.69 per cent.). Fixed assets, £140,324 (£130,371) and net current assets, £149,709 (£125,910). Since close of year business has continued at about the same level and despite the possibility of keener competition, profits for the current year are expected to be about the same or slightly better, says chairman (Mr. J. A. E. Howard). It is expected to start investing capital shortly in diversifying range of products, which makes it necessary to conserve resources.

ILFORD, LTD.—The directors in the annual report state that the current year will see a substantial increase in demand for the company's products, both at home and overseas. Still larger expenditure is called for on research and development, since it is the only way to increase or even maintain the company's share of the steadily expanding world market for photographic goods, states the chairman (Mr. J. P. Philipps). The German subsidiary has made a successful start and the directors are considering what further extension of activities on the European continent is advisable in view of the new economic groupings there. Consolidated net

profits amounted to £896,814 in the year ended October 31, 1960 (against £858,662), and the dividend remains at 17½ per cent.

SMITH KLINE & FRENCH LABORATORIES, LTD.—Mr. R. Pfizenmaier is resigning as managing director but will continue as vice-chairman. The position involves overall responsibility for the group activities, with particular emphasis on exports; Mr. Stanley Fenwick becomes managing director of the British company, responsible for operations in the United Kingdom and Republic of Ireland; Mr. Frank Hodson, lately director in charge of medical promotion, becomes director of the newly constituted marketing division; Mr. Ronald Clark, previously responsible for direct exports, takes charge of a new industry relations department; Dr. Gordon Hargreaves, previously of the S.K. & F. Research Institute, will head a new overseas market development department.

MINNESOTA MINING AND MANUFACTURING CO. (U.S.A.) and WARNER-LAMBERT PHARMACEUTICAL CO. (U.S.A.)—Merger negotiations between Minnesota Mining and Manufacturing Co. and Warner-Lambert Pharmaceutical Co. have been terminated. Negotiations, which opened about six months ago (*C. & D.*, September 17, 1960, p. 337), were temporarily suspended on December 14, 1960, when the companies requested the Justice Department to study the proposed combination for possible violations of anti-trust laws. Officials of the companies said they ended the talks because delays created "many problems" and an "air of uncertainty." The chairmen of both companies said they agreed to end negotiations even though the Justice Department had not commented on the matter.

BUSINESS CHANGES

MR. F. H. BUSHELL, M.P.S., opened a pharmacy at 373 Maidstone Road, Wigmore, Gillingham, Kent, on February 17.

ELLIMAN SONS & CO., LTD.'s address is now 11 Stoke Poges Lane, Slough, Bucks (telephone: Slough 22322).

KNOLL, LTD., are removing to Victoria Way, Burgess Hill, Sussex (telephone: Burgess Hill 86600), on February 27.

MOULD & BISHOP, LTD., have moved their offices to 86A Richmond Road, Kingston-on-Thames, Surrey (telephone: Kingston 6547). As agents for the Swiss pharmaceutical company Bubeck & Dolder, they advise clients of the latter's change in trading title to Dolder & Co.

The pharmaceutical division of Baxter Laboratories, Ltd., transferred to London Road Trading Estate, High Wycombe, Bucks (telephone: High Wycombe 4612), on February 20. The chemical activities of the company which are normally handled by Wheeler & Huisking and the Wallerstein divisions will continue from 26 Great Tower Street, London, E.C.3, in the meantime.

DEATHS

HARVEY.—On February 9, Mr. Mervyn Buchanan Harvey, M.P.S., Glan Hafren, Rosemary Lane, Formby, Lancs. Mr. Harvey served his apprenticeship with Hamilton, Long & Co., Dublin, Eire, and qualified in 1916.

HODSKINSON.—On February 7, Mr. Edward George Hodkinson, M.P.S., 22 Weston Drive, Stanmore, Middlesex. Mr. Hodkinson qualified in 1930.

HUMPHREYS.—On February 15, Mr. Evan Llewelyn Humphreys, M.P.S., 70 Mill Street, Trecynon, Aberdare, Glamorgan. Mr. Humphreys qualified in 1901.

McEVER.—Recently, Mr. Henry McEver, M.P.S.I., 112 Barrack Street, Cork. Mr. McEver qualified in 1918.

MARK.—On February 13, Mr. Hugh Montgomery Mark, M.P.S.N.I., The Boulevard, Coleraine, Northern Ireland. Mr. Mark served his apprenticeship with Mr. John Beattie, M.P.S.I., Clones, qualified in Dublin, and registered with the Pharmaceutical Society of Northern Ireland in 1926. For many years he had left retail pharmacy to be a representative, but had latterly returned to undertake locum duty.

MURRAY.—At Queen Mary's Hospital, Roehampton, on February 15, Mr. Henry Murray, B.Sc., A.R.C.S.I., F.R.I.C., aged fifty-five. Mr. Murray joined Joseph Weil & Son, Ltd., 39 New Broad Street, London, E.C.2, eight years ago and as manager of the company's chemicals, dyestuffs and intermediates department, travelled extensively abroad for the company.

A colleague writes:—Henry Murray was a gentleman—and in the rarer, better sense. In business, not only was he extremely capable and well informed, but he was always ready, within the limits of discretion, to share his valuable experience with his friends. And friends he had many—in whom his kindness, erudition, wisdom, freedom of thought and progressive ideas inspired great respect. All those friends and many more will mourn his premature passing. To his devoted wife and daughter he is irreplaceable.

ROBERTS.—On February 4, Mr. John Frimston Roberts, M.P.S., The Dorset Guest House, Banks Road, Sandbanks, Dorset. Mr. Roberts qualified in 1905.

SKINNER.—On February 12, Mr. James Auld Skinner, M.P.S., 89 Gardiner Road, Blackhall, Edinburgh. Mr. Skinner qualified in 1899.

SPEIRS.—At Edinburgh Royal Infirmary, on February 20, Mr. William Linton Speirs, M.P.S., Stenhousemuir, Stirlings. Mr. Speirs qualified in 1913.

TERRINGTON.—In March 1960, Mr. John Henry Terrington, M.P.S., 27 Western Avenue, Herne Bay, Kent. Mr. Terrington qualified in 1902.

TIDSWELL.—On February 4, Mr. Jack Ward Tidswell, M.P.S., 22 Beechwood Drive, Wibsey, Bradford, Yorks. Mr. Tidswell qualified in 1937.

WHITEHOUSE.—Recently, Mr. Frank Charles Whitehouse, M.P.S., 18 St. George's Road, Hastings, Sussex. Mr. Whitehouse qualified in 1922.

NEW PRODUCTS AND PACKS

Now Available.—Roche Products, Ltd., 15 Manchester Square, London, W.1, announce that Madribon syrup is now available in packs of fifty and 500 mls.

Aspirin Spirit Liniment.—Radiol Chemicals, Ltd., 78 Upper Richmond Road, London, S.W.15, have added to their range a "dispensing only" speciality. Aspellin, the active principles of which are menthol, camphor, methyl salicylate and acetylsalicylic acid in alcoholic solution. The product is claimed to be readily absorbed, to act as a prompt local analgesic and quickly to reduce inflammation. Indications are all rheumatic conditions, fibrositis, lumbago and muscular trauma. Aspellin is packed in 16-oz. and 80-oz. bottles.

Anticholinergic Agent.—Parke, Davis & Co., Staines Road, Hounslow, Middlesex, announce the introduction of a new speciality Portyn (benzilonium bromide, P.D. & Co.) described as "a potent new anticholinergic agent synthesised in the company's research laboratories at Hounslow" and indicated in the management of peptic ulcer and functional gastrointestinal disease. The pronounced inhibitory effect of Portyn on gastric secretion, gastrointestinal spasm and hypermotility provides an excellent adjunct to conventional methods of ulcer therapy. Portyn is supplied in Kapseals (banded capsules) each containing 10-mgm. of benzilonium bromide for oral administration. Packs are containers of thirty and 250.

"Major Advance" in Heart Treatment.—The Boehringer Ingelheim division of Pfizer, Ltd., Sandwich, Kent, are marketing a new speciality of the research laboratories of C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany. Understood to have been acclaimed in several countries as a major advance in the treatment of heart disease, Persantin increases the supply of oxygen to the myocardium and is indicated for the treatment of post-myocardial infarction pain, for lessening the frequency of attacks of angina pectoris, and in the management of heart failure. Persantin is presented as 25-mgm. tablets in packs of thirty and 200 and as a solution in packs of five and twenty-five 10-mgm. ampoules.

Potent Oral Diuretic.—CIBA Laboratories, Ltd., Horsham, Sussex, announce the introduction of a new speciality Navidrex, developed in the company's research laboratories and claimed the most potent oral diuretic available, a daily dose of 0.25 to 1.0 mgm. achieving a diuresis comparable with that produced by 500 to 2,000 mgm. of chlorothiazide. The cost of treatment is understood to be only one penny to fourpence daily at "basic N.H.S. prices," a single daily dose being usually adequate. Navidrex is indicated in acute and chronic heart failure, acute pulmonary heart disease, oedema of pregnancy, renal and hepatic oedema and hypertension (it potentiates antihypertensives such as Ismelin). The product is presented in bottles of twenty-five, 100 and 250 tablets each containing 0.5 mgm. of 6-chloro-3-cyclopentyl-methyl-3, 4-dihydro-7-sulphamoyl-2H-1,2,4-benzothiadiazine, 1, 1-dioxide.

An Analgesic with Advantages.—The British Drug Houses, Ltd., Graham Street, London, N.1, have launched a new speciality Numorphan, claimed to produce more marked analgesia at a lower dosage than morphine; to have more rapid onset of action and a duration equal to, and possibly longer than, that of morphine; to have fewer side effects such as nausea, vomiting, constipation and respiratory or cardiac depression; to be less liable to cause addiction than either morphine or pethidine; and to be 10-15 times as potent as morphine though only 1.5-2 times as toxic. Numorphan is being issued in boxes of six and twenty-five "snapsule" type ampoules of 1.1 ml each containing 1.5 mgm. of oxymorphone hydrochloride per ml. It is subject to the Dangerous Drugs Act and Regulations.

An Additional Size.—A. Wander, Ltd., 42 Upper Grosvenor Street, Lon-

don, W.1, are marketing an additional size pack (containing six) of their Ovaltine Chuckles.



don, W.1, are marketing an additional size pack (containing six) of their Ovaltine Chuckles.

All-purpose Skin Cream.—Reckitt & Sons, Ltd., announce the launching of a new all-purpose skin cream, Nulis, to be marketed generally during February. Nulis was test-marketed in the Midlands during 1960. Features of Nulis are its competitive price, its pleasant perfume and its colour (an

attractive shade of pink). Nulis does duty as a foundation cream, as protective against sun and wind, soothing cream for skin already "burned" by sun and wind, as night cream, as hand cream for use after washing up or washing, as baby cream, as after-shave or sunburn cream for men, or for restoring chapped hands or elbows.

Pocket-battery Shaver.—Haynor, Ltd., 167 Greyhound Road, London, W.6, are agents in Britain for the West-German-manufactured Swift battery shaver illustrated. The Swift is designed to take all English or foreign batteries



(which often vary in size) of the appropriate type, and in particular the new industrial leak-proof Ray-o-vac battery which, according to the manufacturer, lasts twice as long as the ordinary leak-proof battery (it is claimed to give three to four months' normal shaving and well over one year's occasional shaving). The Swift is guaranteed against manufacturing faults for twelve months from date of purchase.

Ready on March 1.—Lentheric, Ltd., 17 Old Bond Street, London, W.1, point out that their two new lipsticks, to which reference was made in these columns last week, become available to stockists for sale only from March 1.

Hair Tints for Men.—Rapidol, Ltd., Inecto House, 27 Dover Street, London, W.1, have launched a new product, Inecto crème for men, in a range of six "sensible" and permanent hair tints. The product is packaged in "eye-catching and very masculine cartons."

Insulin Syringe Case.—Surgical Equipment Supplies, Ltd., Westfield Road, London, W.3, are marketing a new pocket-size insulin syringe case in plastic. Specially designed for the B.S.I. 1619 insulin syringe, the case is spirit-proof. It accommodates a syringe up to 2-cc. in capacity.

Giant-size Talcum Powders.—Sidney Margolis, Ltd., Margo House, Hemp Row, London, S.E.17, have added two new packs of talcum powder, rose and lily-of-the-valley, to their range of giant-size talcs. The new items are in handsomely decorated containers with hygienic plastic closures.

Tonic Hair Cream.—Coltmo, Ltd., 219 Grand Buildings, Trafalgar Square, London, W.C.2, have launched a new product, London Club hair tonic cream in a "travel companion" shaped plastic container, pliable but unbreakable. The cream is described as "non-greasy and non-staining, distinctively and discreetly perfumed."



Above: Container and label for Nulis all-purpose skin cream (Reckitt & Sons, Ltd.). Left: Displaypiece carrying leaflets about the prize competition of Wright, Layman & Umney (Sales), Ltd.

TRADE NOTES

Withdrawn.—Boots Pure Drug Co., Ltd., Station Street, Nottingham, have ceased to issue Tusana cough linctus in the 20 and 80 fl. oz. sizes.

Reintroduced.—Ames Co., division of Miles Laboratories, Ltd., Stoke Poges, Bucks, announce that Occultest and Hematest reagent tablets are being reintroduced.

Food Value Calculator.—Vitamins, Ltd., Nutrition Information Centre, Upper Mall, London, W.6, have published a new food value calculator as a successor to the disc calculator first issued in the 1940's. The new calculator is constructed on a slide-rule principle and the data has been revised according to the latest knowledge of nutritional values.

The nutritive contents of portions from 1 oz. to 4 lb. can be read off by sliding the appropriate column into the corresponding space provided.

An Additional Pack.—A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1, announce the introduction of a 25 tablet pack of Triominic.

Reformulated.—R. Demuth, Ltd., Bear Lane, Farnham, Surrey, announce that their product Carnate has been reformulated and is to be known as Carnate nail polish-conditioner.

Telegraphic Address.—Current telegraphic addresses of Cyanamid of Great Britain, Ltd., and Lederle Laboratories division, Cyanamid of Great Britain, Ltd., are Cyanamid, Estrand, London.

Change of Source.—Roland C. Heath, Ltd., 33 Winchester Road, London, N.W.3, have purchased stocks held by H. E. Helman (Insecticides), Ltd., and Helman Chemicals, and are continuing to manufacture and distribute them.

Two Bulk Packs.—In addition to the 5,000-tablet pack of Ilotycin and 5,000-Pulvule pack of Ilosone mentioned last week, Eli Lilly & Co., Ltd., Basingstoke, Hants, issue a 1,000-product pack of each speciality.

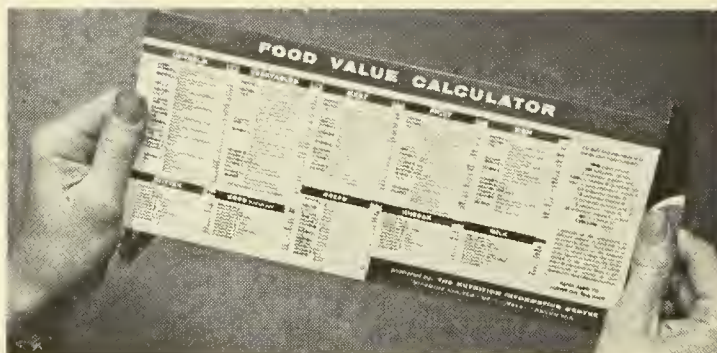
Competition Product.—The painting competition for children that has been organised by D. & W. Gibbs, Ltd., Hesketh House, Portman Square, London, W.1, is designed to promote the sales of Gibbs' solid dentifrice.

A Service in Distribution.—J. H. Haywood, Ltd., Warser Gate, Nottingham, offer a twice daily delivery service in pharmaceuticals, drugs, galenicals, proprietaries, sundries and photographic goods, plus a two hour service in pharmaceutical specialities. Orders may be placed day and night by means of the company's Ansafone system.

An Additional Strength.—Enavid is now available (in addition to the 10 mgm. size) as scored tablets each containing 5 mgm. of norethynodrel and 0.075 mgm. of ethinylœstradiol 3-

methyl ether. The lower-strength tablet conforms with current recommendations for reduced dosages in certain disorders. Manufacturers are G. D. Searle & Co., Ltd., High Wycombe, Bucks.

Merged.—Kirkhams, Ltd., Stoke-on-Trent, Staffs, has been acquired by Gray's Potteries as a subsidiary. Messrs. Kirkhams have been making pottery since 1859. They specialise in



medical supplies including a feeding cup for invalids designed by the surgeon Sir Frederick Treves (1852-1923) and the Dr. Nelson inhaler, as well as stoneware pestles and mortars. Chairman of Messrs. Grays is Miss Susan William-Ellis, whose husband (Mr. Euan Cooper-Willis) is the chairman of Kirkhams.

Time to Restock.—Indications from the trade are understood to suggest that stocks of Coldrex in many retailers' hands are low. The makers, Phillips, Scott & Turner, St. Mark's Hill, Surbiton, Surrey, recommend retailers to review their stocks at an early opportunity, so as to avoid being out of stock at a peak sales period. Already sales of Coldrex have exceeded expectations, and Press advertising and television advertising are being further increased.

A Change of Distribution.—Leo Laboratories, Ltd., 223 Kensington High Street, London, W.8, announce that, from March 1, the distribution of Uricase (Lco) is being undertaken from the company's headquarters, and will no longer be available from A. Revai & Co. (Chemicals), Ltd., the former distributors. Uricase is "a purified, lyophilised and stable enzyme preparation used in a specific, accurate and rapid method for the quantitative determination of uric acid in the blood, serum, spinal fluid and other biological materials."

Cash Prize-winners.—The awards have been notified in the photographic competition, "The Elgastat in Action," organised by Elga Products, Ltd., Lane End, Bucks (see C. & D., November 26, 1960, p. 670). First prize (£30), challenge cup and merit award of £2 10s. went to Mr. K. Worthy, Rhyl. Second prize (£25) and two merit awards of £10 to Mr. B. J. Francis, St. David's Hospital, Cardiff. Third prize (£20) went to the chief laboratory technician at the Public Health Laboratory, Ipswich. Fourth prize (£15) and one merit award of £2 10s. went to Mr. R. H. Calvert, Mytholmroyd, Yorks.

Fifth prize (£10) to Mr. F. Vine, East Cowes, Isle of Wight, and two merit awards of £10 each went to Mr. R. Marlow, Aberdeen.

Easier to Order.—Following the introduction of their new "junior foods" range and new Spoonfoods variety grape jelly, Trufood, Ltd., 113 Newington Causeway, London, S.E.1, have introduced new order forms, stock cards and price lists. The new order form is larger, improved in layout and more detailed than its predecessors. Every product sold by the company is listed with its retail price alongside so that, having filled in his name and address, the chemist need only fill in the quantities of each item he requires. For display material there is a separate panel at the foot of the form needing only a tick against the appropriate item. On the back are details of packs, prices and terms.

Tetracycline Prices Cut.—LEDERLE LABORATORIES division of CYANAMID OF GREAT BRITAIN, LTD., Bush House, Aldwych, London, W.C.2, announced on February 16 that their tetracycline antibiotics (chief among which are aureomycin, Achromycin and Ledermycin) were being reduced in price by 12 per cent. on February 27. A spokesman of the company estimated that the resultant saving to the National Health Service would be of the order of £725,000. The price reduction is the fourth for the product since 1951, and prices of the company's antibiotics have been reduced by 34 per cent. since the products were first introduced to Britain in 1949. The company's announcement was followed some days later by similar announcements by the other makers of tetracyclines, though only the prices of Ambramycin were notified in time for inclusion, with those of Messrs. Lederle, in the Cumulative Price List this week. — ASPRO-NICHOLAS, LTD., Bath Road, Slough, Bucks, have reduced the prices of Ambramycin brand tetracycline hydrochloride by approximately 12½ per cent. — PFIZER, LTD., Sandwich, Kent, announce that certain of their Terramycin products and all of their Tetracyn products have been reduced in price with effect from February 27. All wholesalers and retailers have been sent credit claim forms, which should be returned not later than March 6. Details of the new prices are not yet to hand. — E. R. SQUIBB & SONS, LTD., Speke, Liverpool, 24, have reduced the prices of Mysteclin-V capsules to 31s. 1½d. per twelve, 24s. 4½d. per 100; of Mysteclin-F syrup to 15s. 10½d. per 60 mls and paediatric drops to 11s. per 10 mls. Prices of Steclin brand tetracycline hydrochloride have been proportionately lowered.

Bonus Offers

ALLEN & HANBURYS, LTD., Bethnal Green, London, E.2. Allenburys pastilles and haliborange tablets. Display offers were withdrawn on February 11.

INFORMATION WANTED

The Editor would appreciate information about the following:

Regent surgeons' disposable gloves

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Alternatives

SIR,—Does the chemist cut prices? It is doubtful—not since he has become a galley slave on the good ship N.H.S. It requires time and energy to make a cut-price campaign pay, and the dispensing chemist nowadays can afford neither. In the last paragraph of his original letter lies the solution for Mr. Strangward (*C. & D.*, January 7, p. 15): "*Many alternative products.*" It can be, and has been, done successfully.

YET ANOTHER CHEMIST

Contributions to Welfare

SIR,—Before our legislators should try and make a scapegoat of the drug industry for the high cost of the National Health Service, they should look to those things over which they are supposed to have control: the effect of the high rate of income tax, purchase tax, the nonsensical import duty on drugs that cannot be grown in this country and so on. In any case where up to £30 per week or more is the family income—as it is in many households—they should be prepared to pay more towards the cost of the Welfare State, even as the salaried man earning over £2,000 per annum has to do by paying surtax.

H. LATTIMER,
Epsom

Profession? Etiquette?

SIR,—If all pharmacists have the inflated view of themselves revealed by Mr. Medcalfe (*C. & D.*, February 11, p. 132) they'll burst at the seams. He complains of a doctor's gross breach of etiquette in interfering with the "fees" of another profession. Another profession? I have always supposed the majority of pharmaceutical chemists to be shopkeepers. After all, the greater volume of their business comes from the sale of anything from babies' rubber pants to barley sugar. And indeed why not? Dispensing fees are low enough in all conscience, so the chemist must look elsewhere for his profit. But having agreed on that, one can't surely still expect a doctor or anyone else to regard the chemist as essentially any different from the grocer. In the same issue another correspondent has a similar grandiose notion of retail pharmacy and condemns the manufacturers of Coldrex for distributing their product through channels other than pharmacists. Why should the firm confine themselves to chemists? The chemist sells sweets, cameras and all the rest of it, and this is still a free-enterprise society.

J. P. RYAN,
London, N.W.5

The 2s. Levy

SIR,—In reply to correspondents debating the 2s. prescription charge and the question of items under 2s. value, they need not worry. That problem will be settled by the doctors ordering double or treble quantities, and the

whole object of the extra charge—assuming that to be economy—will be defeated. Seriously, though, is it any concern of ours? A prescription is presented. It is dispensed. The matter is as simple as that.

W. F. E. GILL,
Bristol

SIR,—Your correspondence columns cause me to wonder when pharmacists and others will realise that the prescription levy is nothing more or less than another form of indirect taxation. Most other forms of taxation do not discriminate between the healthy and the sick, whereas this one does. If it were not for the enormous sums it is thought necessary to spend on defence, the nation could well afford to supply all necessary medicines without any levy at all. The excuse "the rising cost of drugs" is, of course, nothing more than an excuse. It is traditional in this country for medicines to be taxed. Some difficulties are bound to arise in collecting the 2s. charge, but there is no sense in pharmacists' creating those difficulties. When was it part of their duty to decipher prescriptions for the benefit or otherwise of patients? I also wonder if pharmacists really contemplate becoming so unprofessional as to discuss the cost of N.H.S. prescriptions with patients. If so, it is deplorable, as they would be failing to realise that the value of a prescription is not in its intrinsic cost. To the patient two pennyworth of phenobarbitone tablets are just as valuable and important as £2 worth of Terramycin tablets.

A. M. BRYAN,
Mirfield, Yorks

SIR,—The Government, with its comfortable majority in the Commons and no election looming on the horizon, can without any difficulty pass the necessary legislation to give effect to the 2s. levy, and the Opposition, roar and fume as it may, cannot affect the result. Pharmacy in general has once again been presented to the public as an expensive luxury that must be pruned if the Health Service is to survive. Not only will there be an increased revenue from the extra shillings, but the number of prescriptions will fall or their cost rise because patients will not take on prescription items that may be bought over the counter for 2s. or less. So the chemists' dispensing fees will also be saved. Thus, for collecting a greater sum in taxes, the chemist will be rewarded by a reduction in income from professional activities. We are not, as a profession, strong enough to withstand that kind of treatment: the Minister has all the trumps. The reaction such a decision would evoke from the doctors if they were required to collect the shillings at the time the prescription is written can be well imagined. If the Minister's aim is to give a salutary reminder that drugs are expensive, that method of collecting the fees would seem to be the more effective, since it would act as a reminder to the prescriber, in the presence of the

patient, of the cost involved. It is the prescriber who controls the prescribing, not the pharmacist. The latter, clearly, is still looked upon as a shopkeeper who is accustomed to money-grubbing and whose relationship with the public will suffer no ill through his cash-collecting for the Government. The only effective reply to such a philosophy would be an act of rebellion by the whole profession in saying to the Minister that only private prescriptions would be dispensed until such time as he thought of some alternative way of raising his revenue. Such an action is about as remote as the setting up of a rival N.H.S. on the moon. We are not angry enough.

OUTRAGED

CRITICISM OF A DRUG

A statement by the makers

A STATEMENT by Bayer Products division of Winthrop Group, Ltd., referring to a speech by Lord Taylor in the House of Lords on February 13 (see *C. & D.*, February 18, p. 151), alleges many inaccuracies in Lord Taylor's speech. The statement points out that the drug he was referring to (Virugon) has never been described as an antibiotic but "was correctly described as the *first oral antiviral synthetic* capable of use in man." The statement goes on:

"Lord Taylor implied that the research which led to the introduction of Virugon had been typical in his view of much of the research undertaken by the pharmaceutical industry in that it had not been properly carried out and that the results were equivocal. In actual fact the Virugon research programme involved a ten-year study and something in excess of 10,000 patients, and the drug was not released until it was considered that sufficient information had been obtained regarding its safety and effectiveness. Referring to a meeting of local doctors which Lord Taylor stated he had attended and at which a filmstrip on Virugon had been shown, Lord Taylor made a number of critical comments about the meeting and the information presented . . . we would like to inform Lord Taylor that the filmstrip which he saw quoted trials undertaken to determine both the prophylactic and therapeutic effect of Virugon. The total number of patients in these trials was 3,615. The work reported on that occasion emanated from Britain and the United States as well as from Sweden. Lord Taylor then referred to one sentence which had appeared in a preliminary note on Virugon which was published in the *British Medical Journal* shortly after the drug's introduction. He made no mention of the correspondence in more recent issues of the same journal which gave twenty-seven additional references and indicated that the views expressed in the preliminary note were premature and based on an incomplete study of the evidence which existed in support of the therapeutic and prophylactic value of Virugon."

RESTRICTIVE PRACTICES COURT

Judgment reserved in British Bottle Association's case

THE Restrictive Practices Court on February 17 concluded its consideration of the British Bottle Association's minimum price agreement (see *C. & D.*, February 11, p. 129), after a hearing lasting twenty days; judgment was reserved. During the course of the hearing two members of the Pharmaceutical Society's Council—Mr. Tom Reid (president) and Mr. Eric T. Kent—were called as witnesses for the Association.

Mr. Reid in his evidence on February 10 said that experience of a price war was something with which pharmacists were familiar. One of the very first agreements which suffered was the one within pharmacy—the Chemists' Federation agreement. It resulted in a spread of the market outside pharmacy. In some instances the price of the commodity had risen, while in some cases the profit margin had suffered, having been subjected to price cutting and so on. Mr. Reid said that a bottle could be produced a little more cheaply, but only if certain worthwhile factors were disregarded. Mr. Reid was the last of the witnesses to be called by the Association.

Price Stability "Beneficial"

On the previous day Mr. Eric Kent said that as a customer of the bottle manufacturers he had been perfectly satisfied with prices and felt that price stability had been of benefit to his organisation. Giving his views on the results likely to follow the ending of the agreement, he said: "One can only assume a certain amount of competition, which would mean, in turn, that we would not know exactly what price a bottle should be. There would be cheaper bottles about which were not up to the right standard."

Cross-examined by Mr. Malcolm Morris, Q.C., for the Registrar of Restrictive Trading Agreements, Mr. Kent said he would not necessarily accept that after a "shock wave" of price fluctuations following the ending of the agreement prices would very soon settle.

Mr. William Compton Carr, M.P., chairman of the David Berry group of companies, said his group annually purchased £150,000 worth of glass containers. He considered the present prices of bottles to be reasonable. Asked for his views on what might happen should the agreement be ended, Mr. Carr said he was not convinced that a price war would take place. He added: "I am also connected with another industry which was itself concerned with a restrictive agreement which it brought to an end voluntarily on the appointed day of the Act coming into operation. What in fact happened was that everyone was so afraid of a price war that they took steps to protect themselves against it by almost immediately merging."

Mr. Harry Cawdron (administration director, F. W. Hampshire & Co., Ltd.) said on February 10 that while he naturally hoped to obtain bottles at the lowest possible price, he would not like

the reduction to be at the expense of quality.

Mr. Dennis Barkham (packing buyer, The British Drug Houses, Ltd.), replied "Definitely not," when asked by Mr. Morris whether he would be interested in poor quality bottles at a cut price.

Mr. Timothy Johnson (purchasing manager, Horlicks, Ltd.), on February 10, said his company bought up to 30 million bottles a year, their main suppliers being Rockware and Jackson Brothers. He said: "We find we have to pay the same price for a bottle whether we buy it from a nearby factory, such as Rockware at Greenford, Middlesex, or from Jackson Brothers at Knottingley, Yorkshire." Mr. Johnson said the real point at issue was that, in spite of his company's large demand, they were unable to negotiate a price with anyone.

There was a marked reluctance on the part of British manufacturers to experiment with new designs if the concept of that design did not meet an existing formula, said Mr. Cyril Williams (secretary, Toilet Preparation Federation). He claimed that some members of the federation bought bottles overseas, even though they were more expensive, because they got a higher standard in that way.

Mr. Williams said that from information available to him as secretary of the federation it appeared that in a number of instances, particularly those concerned with the smaller sizes of bottles, Continental prices were lower than the British ones. With the larger sizes that was not always the case. British manufacturers often being able to supply at lower prices.

Mr. Charles Robertson (managing director, James Robertson & Sons, Ltd.), told the Court that up to a point he considered the association's prices to be unreasonable. They made no allowance for the economies resulting from large orders and bulk delivery. His company had entered into an agreement with a manufacturer (Key Glassworks, Ltd.), who was not in the association and he was "absolutely satisfied with the quality, shape and accuracy of the supplies."

Stable Demand Would Continue

Professor John Tew (professor of economics, Nottingham University) said on February 13 that whether or not there was a price agreement, there would have to be price changes. He added: "I do not think there is any reason to suppose that the existence of the agreement to any substantial degree prevents fluctuations in price. As far as one can see, demand for bottles in the future is likely to be stable." He expected prices on a free market to fluctuate, although they would not be subject to great fluctuations.

In his final address to the Court, Mr. Morris said the restrictions under consideration were imposed in the early days after the depression of the 1920s and early 1930s when there was a general trade depression in all in-

dustries. Clearly a price restriction that was imposed in such circumstances, even if it was justified then was obviously not necessarily, for that reason, justified now when conditions were so different.

A "Gloomy View"

Mr. Morris said the view of the association, as expressed by witnesses, was that the industry had to be deprived of the stimulation of price competition because it was so vulnerable to a fall in demand. One of the most important things to be considered was why association witnesses took such a very gloomy view about what might happen if the agreement were ended. They were still haunted by memories of the 1920's and early 1930's. Everyone had assumed a situation where a manufacturer, in order to fill a gap, offered goods at a lower price in order to attract a buyer away from another manufacturer and then keep him. He suggested that a manufacturer might limit his offer by saying he could run off an order at a lower price during an "idle" period. It would not necessarily be a general price reduction. It was clear from the evidence that customer witnesses would not be interested in cut prices at the expense of quality and service. In that connection "It is of value to remember that one witness said accounts from large buyers provided 80 per cent. of his company's revenue. If that is typical one would find that there was only the remaining 20 per cent. of his revenue against which he could offset, by way of increased prices, the reductions which he gave to the remaining 80 per cent."

Of the association's claim that its agreement helped to maintain and improve the quality of glass bottles, Mr. Morris said that maybe its research organisation had helped in this respect, but it should be remembered that individual firms also carried out their own research.

On behalf of the association, Mr. B. J. M. MacKenna, Q.C., said that the evidence from the largest body of customer witnesses yet brought before the Court, had been remarkably consistent. In his submission it strongly supported the case put forward by the association.

If the agreement were condemned, he maintained, there would be pressure by the big buyers for a reduction in their prices. "Sooner or later some of the smaller manufacturers will go out of business, and there will be a series of amalgamations of the surviving manufacturers." The customers' interests, particularly those of the smaller buyers, would not be so well served by the regrouped industry.

Turning to another aspect of the case, Mr. MacKenna said that if the agreement were to go, members would cease to co-operate in the design of new containers. There would be no point in passing on useful information to their competitors because sooner or later they would find themselves being undercut.

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

AT the February meeting of the Council of the Pharmaceutical Society of Ireland, MR. DONALD W. P. BOYD (director of the Post-graduate Education Committee) attended and handed over a cheque for £105 for the College of Pharmacy Trust Fund. Making the presentation, Mr. Boyd said "In view of our common aim to provide for the advancement of pharmaceutical education, I can assure the Council of my Committee's deepest interest in the objects of your Fund, and I take this opportunity of wishing it every success." Accepting the donation THE PRESIDENT (Mr. F. Loughman, T.D.), described it as a "very splendid one." "It is," he said "a great contribution towards the Fund and the establishment of the new laboratory, and I hope it will be a stimulus to many firms to support the Fund in equally generous fashion. This is a wonderful gesture on behalf of the Post-graduate Committee and the Council are grateful not only to Mr. Boyd but to all the members for their generosity. I extend the best thanks of the Council to all concerned," the president added.

Donations to the Trust Fund

MR. D. J. KENNELLY (treasurer of the Pharmacy Fund Committee) reported that the following subscriptions had been received since the previous meeting—£395 from the Association of Importing Pharmaceutical Manufacturers (representing Crookes' Laboratories, Ltd.; International Chemical Co., Ltd.; Eli Lilly & Co., Ltd.; Pfizer, Ltd.; G. D. Searle & Co., Ltd.; Upjohn of England, Ltd.; T. P. Whelehan, Son & Co.; John Wyeth & Brother, Ltd.). Other subscriptions were: Leo (Ireland), Ltd., £50 (the first of a series of four-yearly subscriptions of £50 totalling £200); Smith & Nephew, Southalls (Ireland), Ltd., £10 10s.; CIBA Laboratories, Ltd., £100. The Council expressed appreciation of the generous contributions received, and recorded disappointment at the number still outstanding.

It was decided to hold a meeting of the Committee with a view to encouraging more firms to subscribe to the Fund. MR. KENNELLY said that they had expected a much better response, as the target aimed at was £20,000. One of the dean's worries was the building of a theatre which would cost about £7,000 in addition to the cost of installing the equipment. At present they had not even enough in the Fund to buy the equipment.

THE REGISTRAR (Mr. J. G. Coleman) in reply to a question, said that apart from manufacturers, wholesalers were slow to contribute.

THE PRESIDENT reported, in regard to a complaint from a pharmacist that preparations had been handed out to patients at a voluntary hospital, that he had discussed the position with representatives of the Hospital Pharmacists' Association. It was felt that, until the proposed Federation of Hospitals was established, little could be done to remedy the matter.

MR. R. J. POWER said that unfortunately he had been unable to attend the meeting, but he believed that the dispensing and supplying of medicines at out-patients' departments of voluntary hospitals to certain classes was illegal. He suggested that they should mention the matter to the Irish Drug Association and point out that the livelihood of some members was being interfered with by that practice. He emphasised that the situation did not obtain in all voluntary hospitals; where it did it was at the instigation of some of the medical staff. When the Federation of Hospitals was established it was hoped they would be able to approach the matter from a general rather than a particular aspect.

MR. R. J. SEMPLE said that some of the bigger offenders in giving out medicines either free or at greatly reduced prices were people who were not members of the Hospital Pharmacists' Association. The endeavour was being made

to get those people into the Association and have 100 per cent. membership.

THE PRESIDENT said he understood the fault lay with particular doctors, who used the hospitals for dispensing to private patients, and that the dispensers had to do what the doctors requested. MR. T. R. MILLER said he was pleased that the president had met the Hospital Pharmacists' Association members in connection with the matter. He described a recent statement issued by the Association as a "very dignified one" and said it was only right that the Council should take cognisance of it.

THE REGISTRAR said he had received a letter from the secretary of the Pharmaceutical Society of Northern Ireland expressing that body's appreciation of a message of sympathy sent to them by the Council on the death of Mr. Caldwell. He read a letter, dated January 27, from the Department of Health stating that the Minister had the views put forward by the Council in its letter of January 18 regarding the proposed Pharmacy Bill. "The Minister has asked me to state that he will consult the Society on his proposals for pharmacy legislation in due course," the letter added. MR. MILLER said he was glad the Council had received an assurance to that effect in writing, and MR. V. G. McELWEE suggested that the Council should hold a special meeting to review the whole position in relation to the Pharmacy Bill, as it had been a long time since they had discussed the matter and they would like an opportunity of considering all its implications.

MR. KENNELLY, agreeing, said a lot of water had flown under the pharmaceutical bridge since last they discussed the Bill. It was agreed to hold a special meeting on the eve of the next Council meeting.

A letter was received from the Department of Agriculture notifying the appointment of Mr. John P. O'Donnell as a member of the Animal Remedies' Consultative Committee.

New Strength on Post-graduate Committee

The director of the Post-graduate Education Committee wrote informing the Council that, since January 16 the following had been nominated to membership of the Committee by the bodies mentioned: Messrs. Wm. J. Gardiner, M.P.S.I. (Irish Drug Association) and J. McKenna, M.P.S.N.I., and A. C. Martin, M.P.S. (Association of Importing Pharmaceutical Manufacturers). MR. KENNELLY said the Committee had found difficulty in securing the required attendance at meetings in the past and such able men were a distinct acquisition to the Committee. On the proposal of THE PRESIDENT, seconded by MR. H. P. CORRIGAN, the nominations were unanimously agreed to.

MR. STANDISH STEWART, M.P.S.I., Limerick, wrote stating that the Irish Glass Bottle Co. had ceased to supply hexagon poison bottles in 10, 12 and 20-oz. sizes, and pointing out the difficulty pharmacists would have in complying with the poison regulations if an adequate supply of such bottles were not available.

THE REGISTRAR said he had replied pointing out that, where home manufacturers were unable to supply a commodity, the Department allowed such products to be imported duty free. MR. McELWEE agreed that there was no trouble in getting a licence in such circumstances.

MR. KENNELLY said there was so small a demand for 12-oz. bottles that wholesalers would be reluctant to secure an import licence for them, and MR. SEMPLE said that, surely, if the hexagonal bottles did not appeal to the manufacturers, they could produce ones of a different shape that would comply with the regulations by being distinguishable by touch? THE REGISTRAR said he would get in touch with the manufacturers and communicate later with the Department if necessary.

Arrangements for the assistants' course, commencing in March, were completed, and it was decided that the fee should be £25, not 25 guineas.

The Council agreed to a request from the Irish Pharmaceutical Students' Association to meet its representatives and the registrar was directed to write requesting a memo on the subjects the Association wished to discuss.

THE REGISTRAR reported that he had seen in the Press a statement that the Swedish authorities had banned the sale of phenacetin in headache powders, and that in future the compound would be available in Sweden only on medical prescription. He had written to the Swedish Embassy asking for particulars and had received a reply that his query had been forwarded to the appropriate authorities. A reminder was given by the registrar that Professor Kelly of the Veterinary College would deliver a lecture at 8 p.m. on Tuesday, March 7, on the subject "Parasites of Veterinary Importance in Ireland."

Pharmacy Week Plans

THE PRESIDENT reported that he hoped soon to meet representatives of the Pharmacy Week committee with a view to making arrangements for holding the Week later this year. Members agreed that every encouragement possible should be given to the venture and MR. SEMPLE said that local associations should be made aware that the Week was being organised. On the motion of MR. M. COSTELLO, Mr. O'Sullivan was nominated to the Committee.

When the progress made in the Dail on the Poisons Bill was discussed, THE REGISTRAR said that, at a meeting of the committee that morning, Mr. P. A. Brady had expressed concern at the suggestion, made in the Dail by Mr. Blowick, that more representation should be given to farmers on the Poisons Council. His amendment to that effect might cause embarrassment, Mr. Brady felt, and since farmers and pharmacists were allied up to a point, he was wondering what attitude the president and himself should take in regard to the amendment. THE PRESIDENT said he had been unable through illness to attend the Dail session, but he considered that Mr. Blowick's statement confirmed the Minister's view of the Bill. Mr. Blowick's anxiety apparently was that the proposed council would make it impossible for farmers to purchase medicines and injections which they could administer to the animals themselves. The farmers would have one representative on that council nominated by the Minister for Agriculture. The Minister would have to take into account, as Mr. Blowick had stated, that there were 380,000 farmers in the country, against 500 veterinary surgeons, and that it would be impossible for veterinary surgeons to treat all the animals in the country. He (the president), had his mind made up that he would support the Minister's proposal in the matter. Regarding the Council's amended representation on the Poisons Council, the president said they had fared exceedingly well.

MR. MILLER said he would like to pay tribute to the deputation from the Council which had met the Minister. They were a sound team, each one of whom deserved the height of credit, but in paying particular tribute to the president he did not detract from the other members.

Referring to the report of the previous Council discussion, Mr. Miller said he would like it to be clearly understood that he was expressing a personal fear of what might happen. A Council member was entitled to express his own views and they did not necessarily reflect the views of the Council as a body. As the sole distributors and controllers of poisons he thought it only right that pharmacists should have the extra representation on the new Board.

MR. G. C. O'NEILL congratulated Mr. Miller on the views he had expressed at the previous meeting, and said that a member was entitled to give his opinions for what they were worth. It showed that the proceedings were not censored, as some people were inclined to think, MR. R. J. POWER associated himself with Mr. O'Neill's remarks and said that the new representation on the Council vindicated Mr. Miller in his opinion that the best way to accomplish

a thing was to have a discussion around a table. He thought all interests were now fairly represented on the Poisons Council. They desired to see the tradition of farmers treating their own animals continued under the Bill, and it should be pointed out to the farmers' representatives that that was the feeling of the Council. MR. MCELWEE joined in congratulating the deputation on the able manner in which they had looked after the pharmacists' interests.

THE PRESIDENT said he had met representatives of the National Farmers' Association and thought they were quite happy about the position. A number had failed to realise that the measure was a Poisons Bill dealing mainly with human beings, and that only one section dealt with agriculture. He thought they would be able to convince Mr. Blowick that no restrictions would be included curtailing the rights of farmers so far as the procurement of medicines was concerned. In reply to MR. O'NEILL, the president said he would be quite positive in supporting the Minister.

MR. MCELWEE asked whether, when the Minister made a recommendation without prior consultation with the Council, he was obliged to submit it afterwards to the Council?—THE PRESIDENT: "He is bound to."

In reply to MR. SEMPLE, who said that the increase in the pharmaceutical industry in the Republic should be borne in mind by the new Poisons Council, THE PRESIDENT said it would be, particularly in relation to the Food and Drugs Act concerning colouring matter.

Changes in the Register

THE REGISTRAR reported on the deaths of Messrs. Joseph McDonnell, Henry McEver and Ralph Ernest Allshire.

The following changes of address were noted:—Patrick Murphy, M.P.S.I., to O'Connell Square, Mountmellick, co. Laois; Matthew Murphy, M.P.S.I., to 70 North Main Street, Wexford; Maurice Keegan, M.P.S.I., to 45 Wellington Road, Templeogue, Dublin; Henry W. A. Sheridan, L.P.S.I., to 4 Castle Street, Sligo; Sr. Mary Gabriel Joseph Moore, O.P., to Aquinas Convent, Stellenbosch, Cape Province, South Africa; Miss Kathleen Deery, M.P.S.I., to St. Bernadotte's, Ulverton Road, Dalkey, co. Dublin; and M. Martin, M.P.S.I., to 6 Thorncastle Street, Dublin.

The following were elected to membership of the Society: Brendan Loftus, M.P.S.I., Coolcar, Douglas Road, Cork; Desmond F. Gannon, M.P.S.I., Box 284, Chingola, Northern Rhodesia.

The following were nominated for membership: John McIvor, P.O. Box 123, Kitwe, Northern Rhodesia; Brendan C. Kieran, Ballinamore, co. Leitrim; Matthew Murphy, 70 North Main Street, Wexford; Patrick Murphy, O'Connell Square, Mountmellick, co. Laois; Thomas Wickham, 39 Copeland Grove, Clontarf, Dublin; John Rafferty, 3 Herbert Road, Ballsbridge, Dublin; Miss Una Mullolly, Dublin Road, Longford.

The name of Miss Norah Anne Madden, Caherlistrane, co. Galway, was added to the pharmaceutical assistants' preliminary register.

L.A.H. certificates having been submitted, Dr. Mary B. P. Whelan, Polesbridge, Stradbally, Laoighis, and Dr. Eamonn F. S. Gilleece, Lack, Enniskillen, co. Fermanagh, were registered as pharmaceutical chemists. The name of Mrs. Annie Doddy (née Tobin), M.P.S.I., Castle Street, Roscrea, co. Tipperary, was changed in the register, a marriage certificate having been submitted. Mr. P. J. Mulrooney, A.D., Ennis Road, Limerick, was nominated as an Associate Druggist.

Members present were Messrs. G. C. O'Neill, H. P. Corrigan, M. Costello, K. Banks, M. F. Broderick, M. L. Cashman, C. J. Cremen, Laura Cuniffe, J. Gleeson, D. J. Kennelly, V. G. McElwee, T. R. Miller, T. B. O'Sullivan, M. Power, R. J. Power, R. J. Semple.

At a meeting of the Benevolent Fund Committee which followed, THE REGISTRAR said that the Limerick Chemists' Social Committee had forwarded a cheque for £80, the proceeds of their annual ball, and on the motion of THE PRESIDENT a vote of thanks was passed to the Committee. A number of grants were passed for payment.



Evaporation and Molecular Distillation

THE ACCELERATED FILM EVAPORATOR:

ITS DESIGN AND METHOD OF OPERATION

D. D. WILSON, B.Sc.

THE advantages, from an improved heat-transfer point of view, of thin-film evaporation have long been recognised. The conventional falling-film evaporator, in which the feed liquor or distilland flows over a vertical heating surface under the influence of gravity, satisfies the requirements of continuous operation, short-residence time for the process material, and a relatively simple construction. It is, however, limited in its application in that to ensure an even distribution of liquor over the heating surface, particularly with the more viscous materials, is difficult, there being a tendency to form thin spots, with consequent drying and charring of material. In addition, flow due to gravity alone is frequently of insufficient velocity to give the degree of turbulence required in the thin film. Wiped- and accelerated-film units, while retaining the advantages of the simple falling-film equipment, overcome the disadvantages of poor film conditions by a controlled wiping and accelerating device.

Two Units

The two units described below employ the same technique to achieve the desired film conditions. It follows, therefore, that they are similar to one another in their essential mechanical features, the principal differences between the units residing in the ancillary equipment. The factors involved in heat transfer are common to both units. Three main stages are involved in the transfer of heat: the first, from the heating medium to the metal wall; the second through the wall; and the third, from the wall to the material being heated. The process-liquor film-heat transfer coefficients obtained are extremely large, so large in fact that the resistance to heat transfer through the metal wall is often the limiting factor in fixing the heat-transfer rate.

Evaporator Unit

The general design of the accelerated film evaporator is shown in fig. 1. The evaporator consists essentially of a cylindrical stainless-steel body with an external mild-steel heating jacket. A rotary wiper and distributor assembly, carrying specially slotted fluon or carbon wipers, is fitted internally and supported by a shaft passing through a shaft-seal bearing assembly, situated centrally at the top of the evaporator. The shaft seal is of a mechanical type, backed by an oil seal that also serves to lubricate the bearings and to lubricate and cool the mechanical seal. The rotor is driven by a vertically mounted geared electric motor, with an output speed that varies according to the diameter of the unit, designed to give to the wiper a linear velocity of 600 ft. per minute over the heating surface.

The rotary wiper and distributor assembly comprises a circular distribution plate at the top, on to which the liquor is fed and forced outwards by centrifugal force through nozzles and on to the heating surface immediately in front of the wipers. Below the distributor plate and welded on to it are four or more wiper retaining arms, depending upon the size of the unit. The arms are essentially a "U" section into which are fitted the wiper blades, each blade being free to move in a lateral direction and thrown out by centrifugal force, so that it is at all times in contact with the heating surface.

A typical wiper blade is shown in fig. 2, an important feature being the slanting slots machined in the leading edge. The projections produce the thin film, and the excess liquor flows into the slots, where it is thrown back onto the wall by centrifugal force, at the same time having a downward velocity imparted to it. The net result of that action is to produce a thin, evenly

distributed but highly turbulent film on the heating surface, with a downward velocity much greater than would exist under the influence of gravity alone. The actual film thickness is controlled by a balance between the pressure exerted by the wiper blades and the resistance caused by the viscosity of the liquid.

The bottom of the wiper arms are formed in a "V" shape to fit the internal truncated cone type of collecting trough which is situated at the bottom of the heating surface.

The evaporator is also installed with an entrainment separator that is made in four sections. Each section is bolted to the rotor between each set of wiper blades, and any entrained droplets from the heating surface impinge on the entrainment separator, which is of course rotating, and are thrown back on to the heating surface. From an evaporation point of view that ensures that there is no loss of product, and from a distillation point of view the entrainment separator may be regarded as a partial reflux condenser, the effect of which is to give a better separation. It also provides an effective resistance to the passage of heat from the heating surface to the internal surface condenser, should one be fitted. External condensers, either surface or direct-contact, may also be fitted.

The wall thicknesses are calculated to withstand the required pressures and temperatures of operation. As already stated, the limiting factor in the overall heat-transfer coefficient is frequently the resistance to heat transfer of the cylinder wall, which is normally of stainless-steel construction. It follows, therefore, that values for overall heat-transfer coefficients, obtained on various process materials, should be considered in relation to the material of construction and the wall thickness.

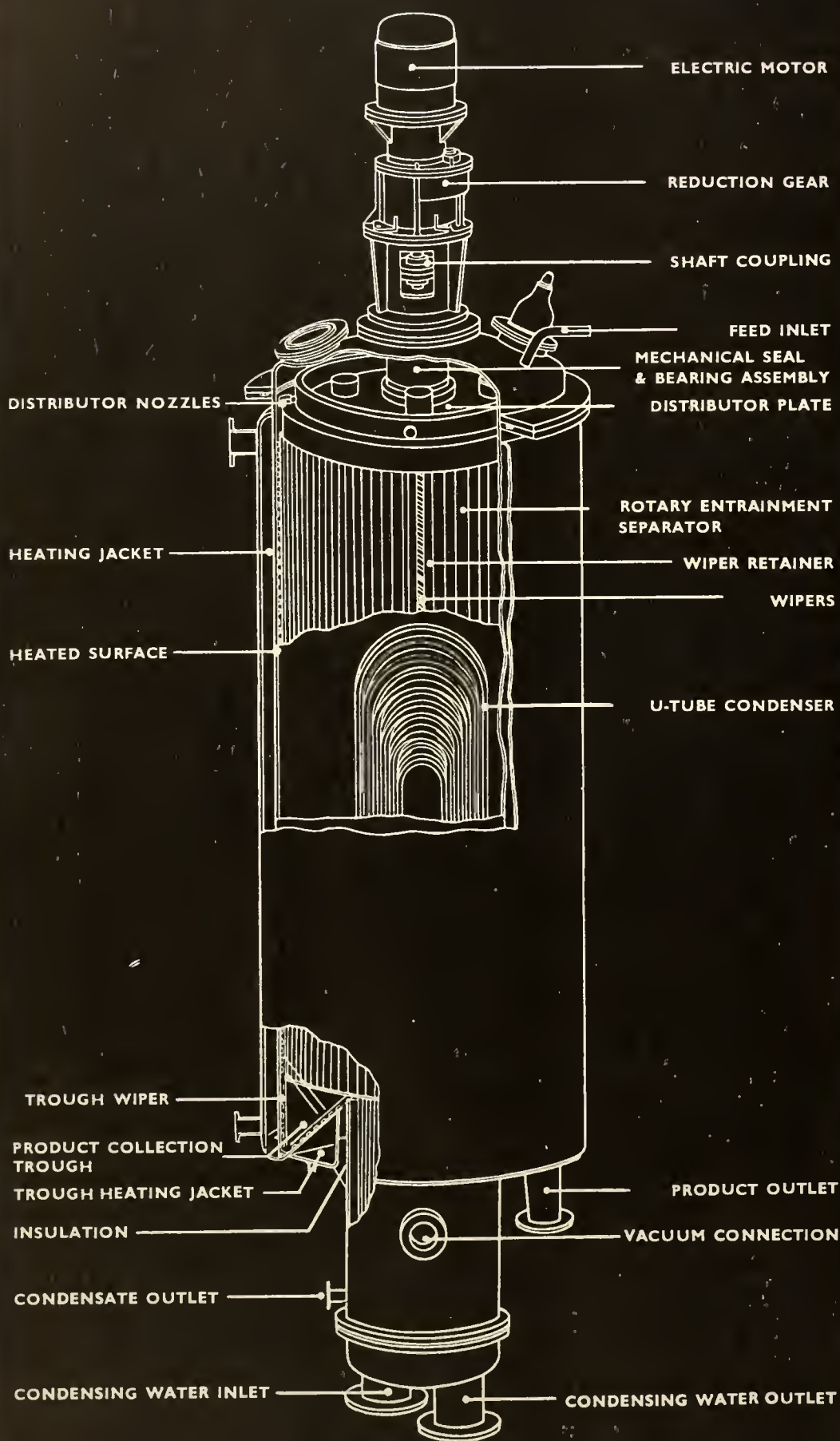


Fig. 1. Accelerated film evaporator.

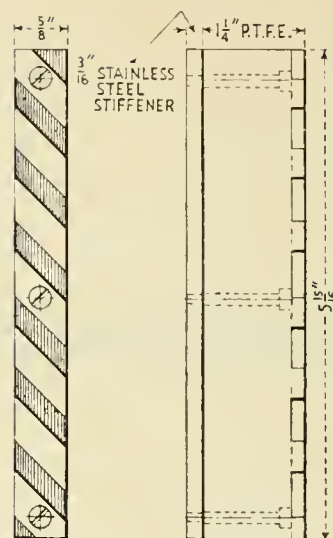


Fig. 2. Diagrammatic illustration of a typical wiper blade.

Stainless steel is the normal material of construction for all liquor contact parts. Steam, diphenyl oxide/diphenyl and oil are used as heating media, depending on the temperature-range requirements.

Units are made in 12, 24, 36, 48, 60-in. body diameters, with corresponding increases in body length. The maximum heating surface obtainable in any one unit is 100 feet. The accelerated film evaporator is not designed to deal with large evaporation capacities that, from a steam-economy point of view—would require a multiple-effect evaporation plant. The apparatus is, however, specifically designed to process heat-sensitive and/or viscous materials, the extremely short contact time with the heating surface coupled with the mechanical wiping effect making that possible. Where large evaporation capacity is coupled with a highly concentrated product, a multiple-effect evaporator to effect an interim concentration, followed by an accelerated film evaporator as a finisher, would be the probable solution. Concentration ratios of 8:1 have been obtained in a single pass through the evaporator, and some materials have been taken up to final concentrations of the order of 85-90 per cent. of total solids. A wide range of materials can be advantageously processed in this type of evaporator, including enzyme extracts, vitamin and hormone solutions; milk, sugar solutions, meat extracts, vegetable extracts, malt extracts, yeast extracts, pectin solutions; juices of apples, pears, citrus fruits, etc.; and technical and edible gelatins.

Molecular Distillation Theory

The fundamental difference between molecular distillation and any other type of distillation is the range of vacuum at which distillation is carried out. The lower limit for vacuum is 50 microns (1 micron equals 1/1000 mm. Hg absolute or roughly 1.3 millionth of an atmosphere)—at higher pressures than that the conditions for molecular

distillation cease to exist. In practice, little advantage is to be gained from operating at a vacuum of higher than 1 micron. The actual pressure of operation varies, within that range, according to the material being processed. Although the molecular distillation process has been the subject of extensive mathematical treatment based on the kinetic theory of gases, its development as a commercial operation has been largely empirical. A mathematical treatment may give an approximate indication of the performance to be expected for a given size of distillation unit, but there are usually so many unknowns (such as the optimum working temperature, the ease with which the feed material can be degassed, and lack of precise physical data) that in practice industrial installations are designed on the basis of pilot-plant trials.

Distillation under high vacuum is a surface phenomenon, as only the molecules at the evaporating surface are concerned in the process. Before a molecule can escape, it has to diffuse through the bulk of the distilland to the evaporating surface. Furthermore, since there is substantially no air pressure on the liquid surface, no defined boiling point or attendant ebullition occurs. Thus to promote efficient distillation it is necessary to form thin layers of distilland on the heating surface and provide some means for constantly renewing the liquid film surface. That is done in the Scott-Smith still by the accelerated film technique already described in connection with the evaporator unit.

At first, great importance was attached to the believed need to make the gap between the evaporating surface and the condenser less than the mean free path of the vapour molecules, particularly of the residual air molecules. Fortunately for the development of commercial stills, collisions between molecules proved to matter less than was formerly supposed, and industrial units are being operated quite successfully and economically, though original concepts have not been strictly adhered to.

The most important factor is that the residual air pressure within the gap shall be kept so low that the air molecules offer substantially no resistance to the flow of vapour molecules. Even so, considerable latitude in the width of gap with a given residual air pressure may be tolerated without its having any appreciable practical effect on performance.

It has been found for a wide variety of materials that no significant advantage is gained if the residual air pressure is reduced beyond 1 micron. That is the normal operating residual air pressure. When the still is operating at high saturation pressures it may be a little higher—a residual air pressure up to 10 per cent. of the saturation pressure is permissible.

While the residual air pressure is maintained at about 1 micron, the pressure in the gap may be many times greater, depending upon the temperature of operation and the saturation vapour pressure of the material being distilled.

For any given temperature it can be shown that the rate of distillation depends on $p/\sqrt{M}$. Therefore for mixtures the quantity of each constituent distilling is: $p_1/\sqrt{M_1}$; $p_2/\sqrt{M_2}$, etc. (I) where p_1, p_2, M_1, M_2 are the partial pressures and molecular weights of each component respectively. Theoretically it is thus possible to separate components having the same vapour pressure but different molecular weights. That facility is somewhat limited in practice, since materials showing the same vapour pressure often have close molecular weights.

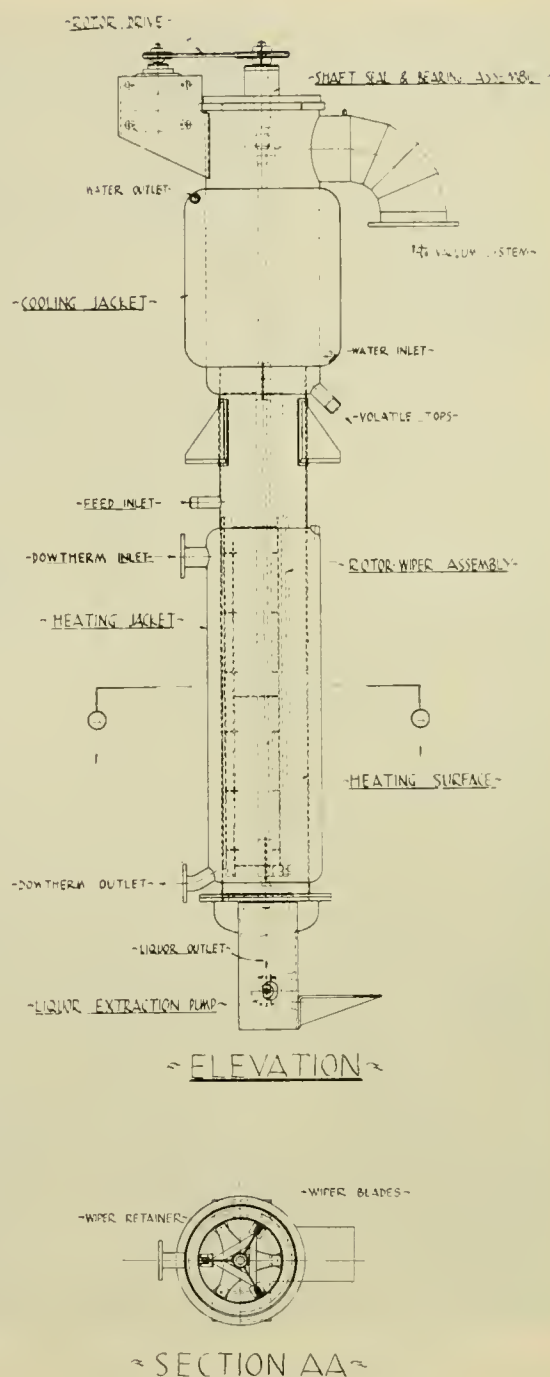


Fig. 4. Degassing unit of rotary degasser.

The effect of raising the distillation temperature is twofold: (a) the saturation vapour pressure p increases rapidly and (b) the efficiency of distillation is impaired, owing to the consequent decrease in the mean free path of the vapour molecules and the increased possibility of collisions. The drop in efficiency is much less than the increase in the evaporation rate and therefore a temperature increase gives an appreciable overall increase in the distillation rate. One upper distillation temperature limit is set by the fact that molecular distillation conditions cease to exist at vapour pressures much above 50 microns. Frequently, however, the thermal sensitivity of the distilland is the limiting factor.

The fractionating property of the still is about 0.85 to 0.9 of a molecular plate where a molecular plate is the theoreti-

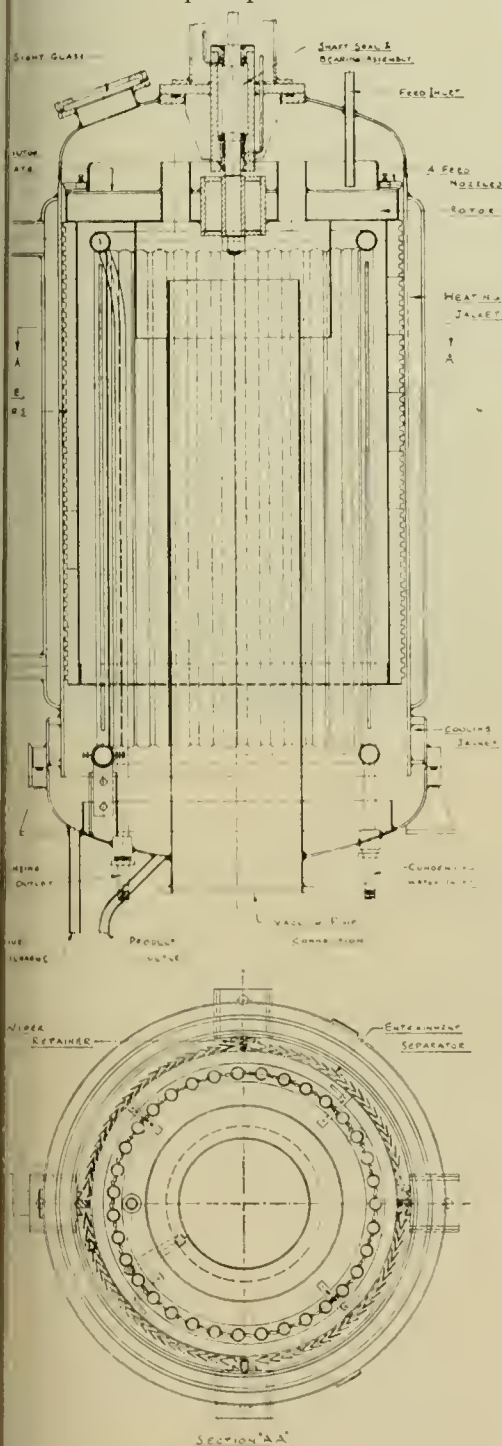


Fig. 3. Molecular still.

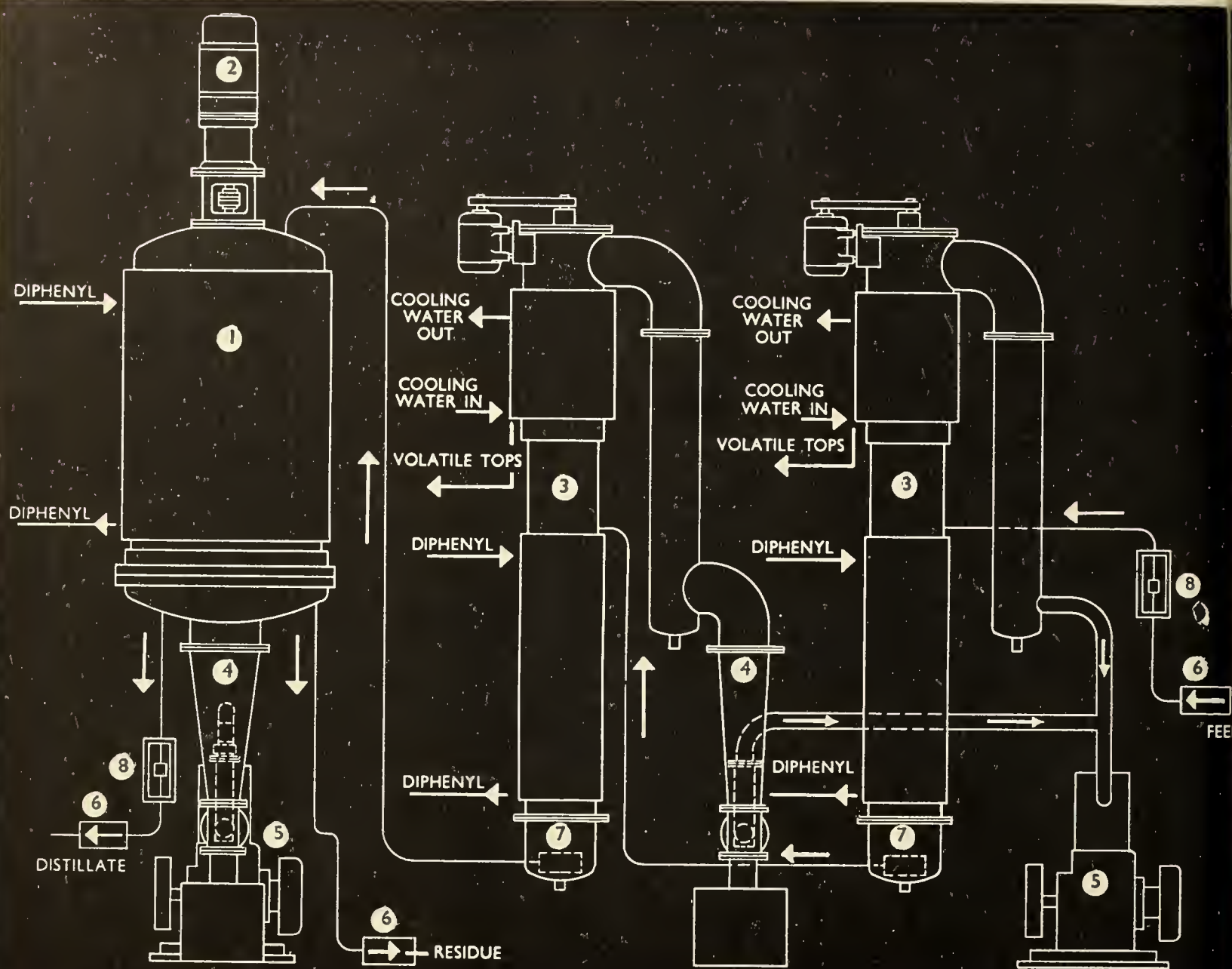


Fig. 5. Typical flow diagram. 1=Scott-Smith Molecular Still. 2=Variable Speed Drive. 3=Rotary Degassers (variable number as required). 4=Diffusion Pumps. 5=Mechanical Backing Pumps. 6=Positive Displacement Oil-Sealed Liquor Pumps. 7=Positive Displacement Pumps (internally or externally mounted). 8=Feed and Product Flowmeters.

cal degree of separation calculated on the basis of relationship (1). A great deal of attention is therefore being given to the design of fractionating units.

Advances in vacuum engineering have made it a comparatively simple matter to ensure that even the largest equipment is vacuum-tight, provided it is suitably designed.

Still Unit

The general design of the still is shown in fig. 3, which depicts a 36-in. diameter unit. It is seen to be essentially similar to that of the evaporator. Owing to the slow speed of the rotor assembly, there is no need for it to be balanced, and the duty on the bearings is light. A 1-h.p. motor for driving the rotor has proved sufficient for all materials so far processed. The condenser is mounted concentric with, and paral-

lel to, the heating surface. It consists of a number of vertical finned tubes inserted into circular top and bottom headers. Fig. 3 shows the arrangement of the fins, which ensure that the molecules have every chance of hitting a cold surface before entering the pumping system. The central baffle arrangement prevents molecules escaping round either end of the condenser. The condenser is supported from the bottom cover so that the top portion, including the rotor, can be lifted off, giving easy access for cleaning.

Degassers

Successful molecular distillation depends on efficient degassing and removal of low-boiling components of the feed prior to its introduction into the still. All liquids that have been exposed to the atmosphere contain dissolved air, and most feed liquors contain other non-condensibles and vola-

tiles in addition to the materials being distilled. If they were not removed before the molecular distillation process, not only would they give rise to severe splashing and entrainment but they would also overload the pumping system to such an extent that the vacuum necessary for molecular distillation conditions would not be obtainable.

In order to put the least load on the pumping system, it is convenient to carry out the degassing process in a number of stages, decreasing the pressure from stage to stage. The temperature can similarly be increased until both pressure and temperature conditions in the last stage approach those existing in the still. The number of stages required depends entirely on the feed material and its characteristics, but two or three are usually adequate. By operating in that way it is possible to condense out a large proportion of the volatile constituents, and that not only

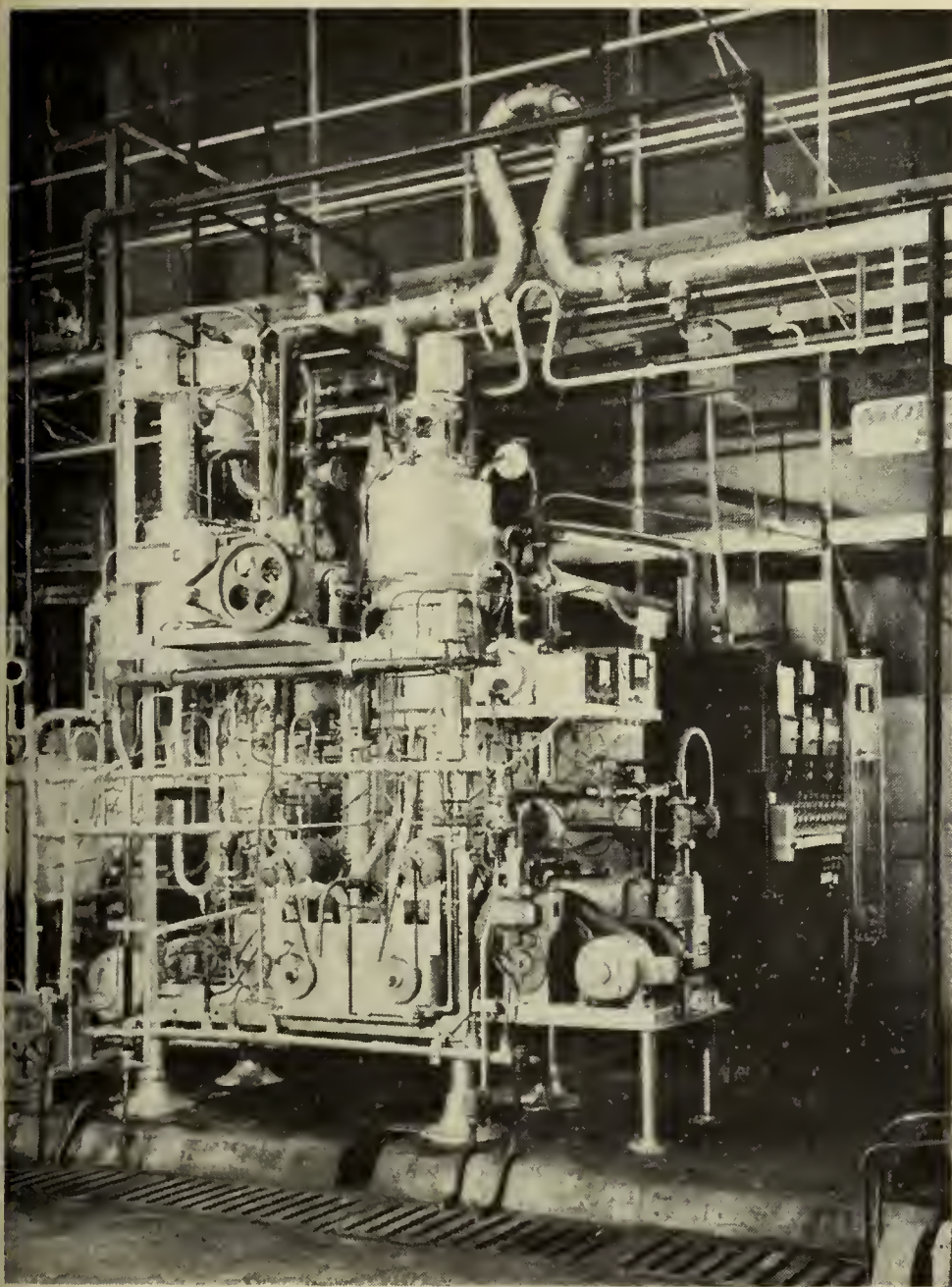


Fig. 6. Pilot plant.

reduces the load on the pumping system still further but also decreases the degree of contamination of the pump oils, and it may be particularly advantageous if, for example, the feed contains a valuable solvent that is well worth recovering.

Figure 4 shows a typical degassing unit of 12-in. diameter. While retaining the wiped- and accelerated-film effect, the short-path condenser is dispensed with, and the apparatus is consequently much simpler in design. Such units are in effect separate stills, and those stripping off low boilers in the range of, say, 0.5 mm. and higher pressures are preferably fitted with additional condensing surface.

Vacuum Pumps

The selection of the correct type of pumping system is of great importance, although unfortunately the actual capacity of the system can only be arrived at by a combination of past experience and practical trials. It is usual to allow

ample pumping capacity at the conditions required, and that is accomplished in the still and, say, the last degasser by the use of oil-vapour pumps backed by oil-sealed rotary pumps.

Apart from the obvious need to maintain the required vacuum, it is important to keep the film temperature as constant as possible. Automatic temperature control is, therefore, essential.

Pressure measurements for operating purposes are usually taken between the condenser and the pumping system, and it is necessary to know the total vapour pressure at that point, and not just the pressure of the residual air. A suitable continuous reading instrument for the purpose is the Pirani type gauge.

Reference to the typical flow diagram fig. 5 shows that the complete molecular distillation plant for continuous commercial operation consists of a number of other major units besides the still itself, depending upon the nature of the material being processed. Thus a typical system consists of a 36-in.

diameter still, three degassers, and the associated vacuum and liquor pumping system and pipework. Fig. 6 shows a general view of a 12-in. diameter unit complete with its ancillary equipment.

Applications

The normal range of application of the molecular still is among materials with molecular weights above 250, which includes thousands of components such as vitamins, hormones, sterols, plasticisers, petroleum fractions and vegetable oils. The classic example is the purification and isolation of vitamin A from fish-liver oil. Many materials of lower molecular weights may be processed in the molecular still, particularly if the materials are heat sensitive.

The author thanks A. F. Smith, Inc., and George Scott & Son (London), Ltd., for permission to publish this article and to include Figs. 1-6.

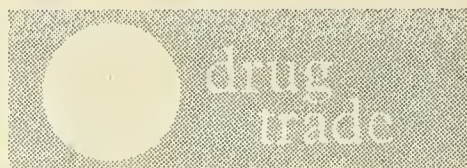
INSTRUMENTS AND APPARATUS

Laboratory Design.—Scientific Installations, Ltd., 1 Salisbury Square, London, E.C.4, provide a laboratory design service concerned with designing new laboratories or adapting and reorganising existing premises. Complete recommendations are undertaken at the pre-planning stage, including drawings and specifications, and supervision is provided in carrying out the project.

Burettes.—A special version of the Loughborough PTFE/glass stopcock makes possible a burette that handles all solutions, including caustics, without seizure of the stopcock. No lubrication is required, and that, taken with the inert nature of all materials used, ensures the product's complete freedom from contamination. The E-MIL brands of burette incorporating the new stopcock are available from Loughborough Glass Company, Ltd., Loughborough, Leics, each with a capacity of 50 mls, subdivided in 0.10 ml.

Laboratory Mixers.—Small production lots of cosmetics, fine chemicals and pharmaceuticals can be economically produced with the aid of one or other of the fine models of Lightnin laboratory mixers issued by Lightnin Mixers, Ltd., Poynton, Ches. Model F is an all-round mixer with a friction drive. In Model L the shaft of the mixer is directly connected to the motor. Model V can be obtained in different gear ratios. Model ARL is powered by compressed air, and Model XP is a new laboratory mixer with an explosion-proof motor.

Electric Instrument Sterilisers.—A range of portable instrument sterilisers available from the General Electric Co., Ltd., London, W.C.2, incorporates thermostatic control, ensuring that only sufficient current (as little as 15 per cent. of the full load) is used to maintain temperature once boiling point has been reached. A draw-off tap is fitted at the front of each steriliser. The bodies are of heavy gauge copper are dull nickel plated inside and chromium plated externally. Each unit is fitted with a sheathed wire immersion heater, incorporating a water low-level cut-out with reset button.



Paper Sacks for Chemicals

HOW THE MULTIWALL SACK IS PRODUCED,
FILLED AND HANDLED

Dr. G. L. RIDDELL, F.R.I.C. (chief scientist, Reed Paper Group)

DURING the past thirty years the paper sack industry has grown rapidly from the supplying of sacks mainly for rock-based products such as lime, cement, plaster and whitening, to an industry that supplied over 630 million sacks in the year 1959-60. Approximately 10 per cent. of today's output is used for the packaging of chemicals. The extensive inroads made by paper sacks into the packaging field have been gained mainly at the expense of jute sacks and metal drums. The development of special papers, suitable handling facilities, and filling and closing equipment have accelerated the acceptance of the paper sack for both home and export products.

Cost is a major factor in packaging and a spur to its development, but in the choice or design of a package for a particular commodity more than the basic cost of the package has to be borne in mind. Costs of package filling, handling, storage and transport must all be taken into consideration. Even so, the multiwall paper sack is the cheapest, on a non-returnable basis, of the various packaging media available

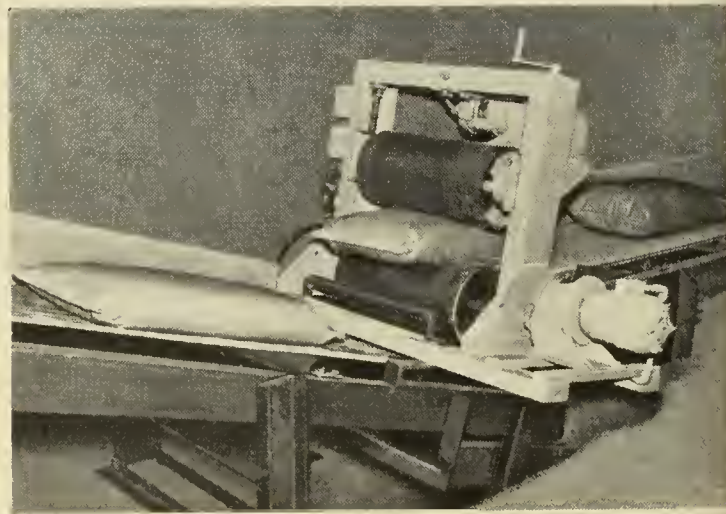
to manufacturers in this country. Paper sacks vary considerably in their cost according to their style of manufacture and make-up. However, they may be said generally to cost from one-third to one-half the price of jute sacks of corresponding size. They are, of course, considerably cheaper than metal drums, even allowing for their respective differences in capacity. Jute sacks have many desirable qualities and do not demand such careful handling as paper sacks. However, they must be capable of use at least three times to be economically superior to paper sacks, and that is by no means always possible, especially in the chemical industry. Polythene coatings and the circular woven bag have helped to restore the advantages of jute bags, but generally they have few qualities that cannot be obtained in the modern multiwall paper sack.

Metal drums, because of their relatively high price, must of necessity be returnable containers, and that is a severe handicap, especially for the export field. They are, however, indispensable for the conveyance of corrosive

or poisonous liquids, or for a product that may develop a high vapour pressure. The present trend is to make light, low-weight drums and to improve internal lacquered surfaces so that they are compatible with corrosive liquids.

Co-operation between chemical manufacturers and paper sack manufacturers has for some time been a major factor in the development of new techniques, and today nearly 300 chemicals of varying types and characteristics are packed and distributed in paper sacks. They include fine powders, coarse granular products, and chemicals that are hygroscopic, deliquescent, inert, acidic or alkaline.

Multiwall paper sacks consist of from two to six plies, and vary in size from bags containing 14 lb. to the more normally accepted sack containing 112 lb. of commodity. The actual construction and dimensions of a sack depend on the nature of the contents and its subsequent handling. Two types of paper sack are manufactured: the open-mouthed sack and the valve sack. Both kinds consist of a number of plies of paper nested one within another in such



At left: Multiwall paper sacks are made by Reed Medway Sacks, Ltd., Larkfield, Kent, in from two to six plies, according to the characteristics of the products packed. The multiwall construction gives strength and flexibility, and papers of different properties may be incorporated to give protection from various hazards associated with the atmosphere and the materials themselves. At right: Filled multiwall sacks being shaped by means of the Medway Sac-shaper—an electrically powered, twin roller unit introduced by the company. The shaper can be positioned at the end of an existing conveyor and handles eighteen average-length sacks per minute. Uniformly shaped sacks save storage space and make for easier palletisation and improved stack stability. Shaped sacks can also be stacked more compactly on pallets.



Sewing the bottoms of multiwall paper sacks. The method of closure ensures that the sacks are sealed and avoids the sifting of contents when filled.

a manner as virtually to give several bags in one—each bag, or ply, sharing the strain to which the sack is subjected. The corresponding number of plies in a sack are fed from the same number of reels of paper into a machine called a tuber, which forms and pastes them into a continuous tube. That tube is cut into tubes of the required length for the particular sack under construction and in that state they leave the tuber for "bottoming," a process that closes one or both ends of the tube and makes it into a sack.

Open-mouthed sacks are made by closing the bottom end of the corresponding tube with a crêped paper tape through which is run a sewing line. Valve sacks are closed by bending the ends of the tube over and inwards and covering the closure with a pasted strip of paper, one end being completely closed and the other being closed except for a valve which takes the form of an internal or external sleeve of paper. Valve sacks are usually printed in such a manner that the valve is at the bottom of the sack and the sleeve of paper (which has been tucked into the sack in the case of an external valve) is closed by the pressure of the contents of the sack above it. Many

sack-filling installations and packing lines for chemicals are the outcome of co-operation of packaging engineers in the sack-making and chemical industries. A description of a typical line is as follows:

Open-mouthed paper sacks are fitted to a filling spout beneath a loading hopper. The shape of the filling spout can be varied according to the flow characteristics and angle of repose of the chemical being packed. The product must not, in a high-speed installation, be able to "build-up" or bridge within the mouth of the spout. Contact of the sack with the outer rim of the spout causes the jaws to close, retaining the sack in a dust-tight grip.

Once the jaws of the filling spout are closed, dumping and weighing follow immediately and the flow is slowed to a trickle as the correct weight is approached. In order to help the contents of the sack to settle, it is agitated in one of several ways. The agitation, known as "possing," consists of shaking the sack vertically while it is on the filling spout or knocking its side or base. After filling, the sack is dropped about 6 in. on to a conveyor, along which it travels in a vertical position to a sewing head. There the sack is closed

by capping and sewing, or just sewing, depending on the nature of the contents and subsequent handling.

After travelling some further distance along the conveyor the sack may fall down a chute, on to another conveyor, or come in contact with a guide bar, all of which causes the sack to change its position from vertical to horizontal. At that stage the sack can be made to pass through a "sack shaper," which consists of two power-driven rollers. The shaper gently distributes the chemical contents evenly within it, so giving an almost completely rectangular package which is ready for palletising and stacking into a firm, high and safe load. Only the finer powdered chemicals can be shaped in that way, however. It is not uncommon to use sacks made from machine-crêped paper, which is stronger and slightly rougher than normal sack kraft, to prevent slipping when the sacks are stacked, often four or five pallet loads high.

Valve sacks are filled by being placed on a filling spout which enters the sack through the valve. The other end of the sack rests on a platform, and after the sack is filled, the filling spout or platform is tilted in such a manner that the sack falls off the spout on to a conveyor, being upended in the process and so closing the valve. The nature of the contents and their usage usually determine whether open-mouthed or valve sacks are the most suitable form of package. In the chemical industry in this country there is a preference at the present time for open-mouthed sacks.

Improved methods of mechanical handling and palletisation have made possible the use of paper sacks as a packaging medium for chemicals where previously they were thought to be too fragile under arduous handling conditions. The modern methods of material handling particularly suit gusseted sacks, which give added shape and stabilisation to each load.

Special Problems

Major problems in the packaging of various commodities in paper sacks are those of protecting the contents from moisture vapour, and of preventing sifting. The problem is particularly important in the chemical industry, where fine powders and hygroscopic substances are frequently dealt with. To solve the problem of moisture-vapour penetration both the body of the sack and the method of closure have to be considered, whereas only the closure affects the sack's siftproofness. Incorporation of polythene-coated kraft and/or bituminised kraft in the plies of the sack has considerably reduced moisture-vapour penetration through the body of the sack. The use of suitable filler cords in the sewing line or the sticking of the capping strip (usually by latex) over the sewing line in the open-mouthed sacks, and external valves of polythene-coated kraft in the

valve sacks, have helped to reduce such contamination to a negligible percentage.

Aspirin, high-grade oxides, and common salt are examples of chemicals that are packaged in sacks incorporating polythene-coated plies or bituminised kraft. Silicone-treated paper for its release properties, and other coated papers, are frequently used as part of the sack's make-up to meet the various special requirements of the contents. Such requirements are not infrequent in general but are, of course, more common in the chemical industry than in other industries.

Added strength protection is sometimes given to export commodities by "double bagging." That consists of enclosing the sack in a larger and possibly unprinted sack which is removed

at the delivery end, the inner sack being ready for display or usage in an undamaged state. In order to confer upon the sack resistance to tear under wet conditions, wet-strength papers are frequently used in the outer plies. There is a close relationship between the characteristics of the chemical packed, its market price and the degree of protection conferred by the multi-wall paper sack, the price of which is governed by the number and types of plies specified, the grade of paper used, and the size of the sack.

In a highly competitive market no chemical can afford to be over- or under-insured by virtue of the package used to convey it from the manufacturer to the customer. The multiwall sack, with its ready adjustment from upwards of two to six plies, including

barrier papers, provides a package which equates economy with security to the degree required. Sacks are designed to suit exactly the requirements and bulk density of the product, and the importance of using a container of exactly the correct size cannot be over-estimated in terms of storage space, ease of handling and packaging economy.

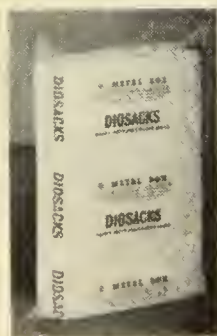
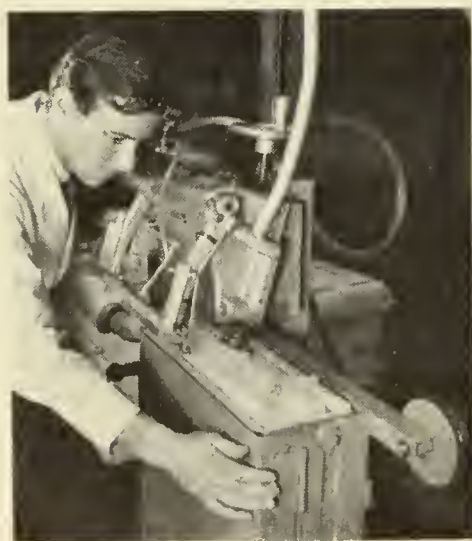
The principles of good packaging are simple and obvious, and to go beyond the fundamentals lands one in a mass of detail consisting of a series of individual studies. Having the technical and economic facts, those skilled in packaging techniques can advise on the most likely packs. Laboratory tests and experimental shipments will assist in giving the final answer in any given set of circumstances.

Polythene's Challenge to Paper Sacks

PROMISING PROSPECTS FOR A VACUUM-FILLING METHOD

WHAT may prove to be the bulk container of the future for granular and powdered chemicals has been developed by the Metal Box Co., Ltd., Baker Street, London, W.1. It is a heavy-gauge single-wall polythene bag, the Diosack, that is filled in a mould under vacuum, producing a firm rectangular slab or "brick." The pack finds obvious favour with manufacturers of plastic moulding materials, for which it provides a prestige-building transparent overprinted skin. For certain other products, such as milk powders, for which the industry is currently using relatively expensive sacks, the advantages of the Diosack — which include a vacuum seal that lasts for months provided there is no cut or puncture, greater resilience against rupture if the sack is dropped, and less tendency than paper or unvacuumised polythene sacks to slip from pallets during transit—may more than compensate for the cost.

Polythene sacks have been in use for some time but, unvacuumised, they have been both difficult to handle, owing to their "floppiness" and slippery surface, and costly. The Metal Box Co.'s plastics group factory at Portsmouth, by speeding up the manufacture of 56-lb. sacks, has brought down the cost to 1s. 6d. each. While that is still above the price of jute and paper sacks it brings polythene much more into competition with those materials. As to the difficulty of stacking, for which the slippery surface of the polythene film has been blamed, the findings of the company's engineering research department suggest that the real cause is the bulging shape of the bag caused by the air within it. The simple device of making holes in the sack to let out the air has not in practice fully obviated that drawback. By the new vacuum-frame method a mould or frame gives shape to the sack. Compressed air is blown in, causing it to take the form of the frame. Granules in weighed amount are fed from a hopper into the pack. A vacuum probe is inserted that draws 8-10 in. of vacuum and is removed as part of the heat-sealing operation. The result is a pack like a large brick that stacks easily.



At left: Filling a Diosack by the Metal Box Co.'s patented vacuum method. The sack is put into a two-halved "frame" from which one-half is taken away after filling and heat-sealing. At right: A filled Diosack removed and ready for stacking.

A New Bulk Pack

POLYTHENE-LINED FIBREBOARD

STRENGTH and rigidity are the features claimed by the makers for a new non-returnable fibreboard clad polythene container produced by Albert E. Reed & Co., Ltd., Reed House, Kew Bridge, Brentford, Middlesex. The container is a composite one in which a corrosion resistant polythene inner vessel is held in a specially designed patented carrier of corrugated fibreboard, complete with separate carrying and pouring grips. The whole unit is fitted into a normal one-piece fibreboard outer transit case. Designed for carrying products in liquid and loose powder form, it eliminates the need for return of the container to a supplier. Its integral screw-necked filling and pouring aperture has been designed to



avoid spillage when dispensing even very small quantities of the contents. Screw caps giving a resealable closure are of high density polythene incorporating a flange giving a positive, leak-proof seal. A 5-gallon size is immediately available and shortly a range of sizes, including some specifically designed for export purposes, are being introduced. The Railway Clearing House has given full approval of the composite container for the carriage of goods classified by them as non-dangerous. For the carriage by rail of dangerous goods, full information must be submitted so that the need for tests can be considered.

The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

TELEPHONE CENTRAL 6565

Retailing Under Handicaps

IN being so tied to their retail establishments, pharmacists are under the great disadvantage of being rarely able to attend conferences, discussions and symposia on retailing and business methods. Other retailers are much freer to take part, and those who sneer at the chemist's claim to professional status should take note that at least he is denied one privilege of the mere trader. It is difficult, of course, to see how the matter could be otherwise ordained if the public is to be guaranteed the degree of statutory protection it enjoys at present, and for the most part pharmaceutical chemists have come to accept their handicap with good grace.

Normally it is the chemist himself who is the loser by missing such conferences. He cannot reap the advantage of hearing new methods of management, or shop arrangement, or display, or business methods discussed by others who have many of his own problems but have found, or are exploring, ways of solving them. From the recent conference on retailing organised by the British Institute of Management (see page 173), chemists would have had much to gain. By not being present, for example, they missed hearing Mr. Bryan Westwood (who recently redesigned the frontage for Savory & Moore, Ltd., Bond Street, London) expound his ideas of shop layout from his experience, not only in the United Kingdom but also on the Continent. They missed hearing Mr. Geoffrey John explain how, in these days of growing mass production, technical differences in products are tending to become less pronounced and distribution aspects to become, for that reason, more and more important. Because the point at which goods pass to the customer is becoming increasingly important to the manufacturer, pharmacists could with advantage have listened to the talk on method study. The subject is all-important for the continued existence of the small retailer, yet it is one in which the majority show little or no interest. How many pharmacists, for example, know how much it costs to serve a customer in their pharmacy? How many come to realise that the greatest portion of their turnover is derived from a limited portion of their stock, and have studied that situation to know what it really means to them in terms of turnover?

Do they know anything of "activity sampling" to help them use their staff to the greatest advantage? Have any of them any idea of what their profit is likely to be before the accountant's figures are available—possibly as much as eighteen months after the end of the financial year? It is all too fatally possible to con-

centrate on increasing turnover and then to be shocked to learn from the accountant's report later that net profit has fallen.

But at this particular conference it was the proceedings themselves that would have benefited by the presence of a few pharmacists—able to restore the balance in a gathering at which too many voices spoke in favour of the kind of competition that depends on price cutting. Professor Yamey, whose publication on the subject has been reviewed and commented upon in these columns, was to have been the speaker. Owing to illness he was unable to attend, but his place was taken by Mrs. Christina Fulop, author of "Revolution in Retailing," a companion work to Professor Yamey's in a series of Hobart Papers published by the Institute of Economic Affairs. In that book Mrs. Fulop argues that resale price maintenance should be outlawed, believing as she does that the retailer should have the freedom to choose his own prices, and holding that established traders should not be protected from the challenge of modern methods of retailing, like the discount house, which in her view should be encouraged. Mrs. Fulop believes also that the Shops Act should be abolished so as to allow retailers to determine their own pattern of opening and closing. It would appear from the contributions of conference members present that a majority of them were of similar views, for few words were said in criticism of the speaker's arguments. It had been understood that members of the Resale Price Maintenance Co-ordinating Committee would be present, but for reasons that must have seemed to them good they did not put in an appearance, and in their absence the case went by default.

A High Street of discount houses is not a shopping thoroughfare that holds much attraction for us—nor, we would think, for pharmaceutical chemists in general—to whom, if the Shops Acts were not operating, the unhappy choice would be presented of working impossible hours or of seeing goods they sell in order to live being bought after their own shops are closed and at prices that would soon put them out of business. Even if they cannot have the benefit of attending retailing methods conferences, pharmacists should try by every other means to increase the efficiency of their business techniques.

Machinery and Packaging

THE pharmaceutical industry usually progresses by marginal improvements, all taking place on a very wide front. Integrated in its progress are the advances made in associated industries, and of some of these mention is made in this annual drug trade machinery number which has this year been combined with references to some of the latest ideas in packaging. Thus the subjects are diverse, varying from molecular distillation to the use of multiwall paper sacks and on to "fancy papers."

However unrelated those individual topics may seem in isolation, they have a common denominator, being influencing factors in the pattern of chemical and pharmaceutical distribution.

ECHOES OF THE PAST BOILS TO BRUISES

From "Primitive Physick: or, an Easy and Natural Method of Curing Most Diseases" by John Wesley. London, 1772

105. Apply a little *Venice Turpentine*:

106. Or, a Plaifter of *Honey and Wheat Flour*:

Onward from Galen

A CURRENT CAUSERIE

WHEN the Queen and the Duke of Edinburgh make their official visit to Nepal in a few days' time they will see market scenes similar to the one illustrated here. Taken by



Dr. K. R. Fell, B.Pharm., F.P.S., F.R.M.S. (senior lecturer in pharmacognosy, Bradford Institute of Technology) during a four-month visit to Nepal, the picture shows chillies, ginger, turmeric and other spices on sale in the open market in Patan, the old capital. The collection and mar-

keting of crude drugs has been a thriving industry for many years and large quantities are exported to India. The illustration was one of seven reproduced in the Centenary Issue of THE CHEMIST AND DRUGGIST (November 10, 1959).



JOHN Betjeman the poet and critic has had so much publicity recently as the author of an autobiography in verse that one is apt to forget he is an engaging writer of prose criticism, especially on the subject of buildings and architecture. A reminder of his skill in that field came in the *Daily Telegraph* of December 12, 1960, when, in an article "Commerce and Ostentation" he had some characteristic penetrating and charming observations to make on shops old and new. One of his two illustrations, pen sketches by Leonora Ison, was of a Notting Hill pharmacy established in 1820, and in a paragraph on the premises of pharmacists he wrote:—

Throughout the British Isles the only trade which has maintained a distinctive position since the 18th century for the display of its goods is that of the pharmaceutical chemist. Most old towns have at least one who has preserved his shop front and who maintains inside his shop those large glass bottles with coloured liquids, mahogany shelves holding jars of various colours and with gold tops, weighing scales with a plush seat and row upon row of drawers whose contents are indicated in Latin abbreviations on china labels. I think particularly of one in Clifton Mall with all these fittings and a painted ceiling. In a more general sense, he recalls the origin of shops as booths, and of the shop window as an opening closed at night by a wooden shutter, divided along the middle and hinged top and bottom, the lower half serving as a table when the shop opens next morning. With the large glass window, which came in from the eighteenth century, came also the house and shop conceived as a single design.

HOSPITAL PHARMACY FORUM

LEVY PROBLEMS IN THE HOSPITAL

IN a few days now the honorary functions of the retail pharmacist as tax-gatherer are being increased. Like his retail colleague, if in lesser degree, the hospital pharmacist must also increase his tax collecting. The anomalies that have been tolerated under the regime of the initiating but humble bob-a-knob are now to be doubled. The question is not simply whether the patient can afford it. Undoubtedly many patients spend more on cigarettes in a day than they will spend on prescription fees in a month. The feature that is most galling is that, in a service which set out to treat the whole population on an equal footing, those who are unfortunate enough to have a chronic disease such as hypertension, thyroid deficiency, diabetes, glaucoma, etc., are required to pay more in taxes than the fit and healthy. The hospital pharmacist with a busy out-patient department is bound to meet increasing difficulties from his patients, and to have tests of conscience in applying the new rule. What does he do, for example, with the patient who, for one reason or another, cannot or will not pay the tax? No doubt in some cases the patient can be persuaded to talk the matter over with the almoner, or some other officer appointed for the purpose, who is authorised to grant exemptions. If that fails, however, what is the pharmacist to do? Is his first concern the welfare of the patient or the Ministry ruling as to the financial requirements? Most of us, it is to be hoped, would consider that service to the patient has priority over all other loyalties. The prescription sheet should be marked "bad debt" and the collection of it left to the ingenuity of those who devised the system. That, however, is the extreme case, which has arisen only rarely under the one-shilling charge. There are many lesser, but still difficult, anomalies. One of the most frequently occurring is that of the long-term prescription. It is not uncommon to have presented prescriptions for treatment

lasting three months or even longer. That happens with psychiatric patients, rheumatoid arthritis, and victims of anginas and many other chronic diseases.

Most hospital pharmacists have felt that it is both wasteful and dangerous to supply drugs to cover such long periods at one dispensing. Indeed, one pharmacist came in for much public criticism following a coroner's inquest because he had made available hypnotic drugs in such quantities. Yet the Minister's ruling on the official notice displayed at the dispensary windows says that the charge is payable on each item on each occasion on which medicines are dispensed. So, if the prescription is dispensed all on one occasion the patient will pay 2s., but if the pharmacist is prudent and conscientious and dispenses only one month's medicine at a time, the patient will pay 6s., 8s. or 10s. There is evidence that hospital pharmacists follow different procedures in this matter, and it is surely time some uniform practice were adopted. Another important anomaly is that of charges to the nursing staff who expect their prescriptions to be dispensed at the hospital pharmacy. If drugs are administered in the hospital (e.g., to in-patients) the levy is not required. Some have argued that nurses are always resident in the hospital, therefore their drugs should not attract the levy. On the other hand the nurse resident in the nurses' home is in no way different, in this context, from any other person living in private lodgings. She should, therefore, pay her 2s. Here again there is much variation in practice between the various hospitals and a common code is urgently needed. And what does the hospital pharmacist do about items which cost less than 2s.? Does he charge the fee for a hundred aspirin tablets or does he tell the patient they are worth only ninepence and that he should get them from his local chemist? And if he does, what does the local chemist say?



Fancy Papers in Packaging

MANY products today are bought on "impulse." If the product is one that has to sell itself against competitive brands, the shape of the package and the attractiveness of its background settings are material factors in influencing the purchase. The packaged product, especially, ought therefore to be designed so as to realise the full potential of its sales appeal. Products that are well presented as to format and display stand a better chance, too, of being chosen by the retailer to put in his window or on his counter.

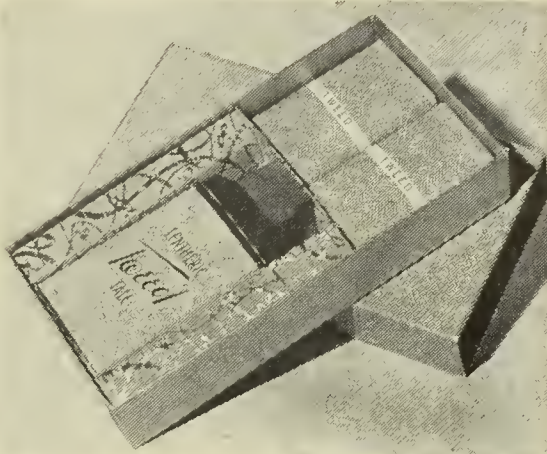
One way of getting attention in the sales race is by using one of the currently available display papers, today produced in much greater variety than formerly. A whole series of fancy and display papers have been created, both for wrapping the product and for providing a background against which goods may be displayed. The new papers are in 20 x 30 in. sheets for use as wrappings and packaging papers, and in 20-in.-wide rolls for use as window-display papers. Varieties now available include fancy and embossed metallic papers, flock or velvet-covered papers, aluminium and gold-foil laminated papers.

Until recently fancy wrappings and display papers were mainly in evidence at festive season—holly berries and Father Christmas motifs at Christmas, for example. Today they are offered for many other occasions. Gift tags, seals and labels are available too, to go with them. In addition to many stock patterns of wrapping papers, individual designs may also be had by arrangement with the paper maker. They may be used as outer wrappings for the product or for bonding to plain white-lined cartons or boxes; or made up into wallets, satchels and sachets.

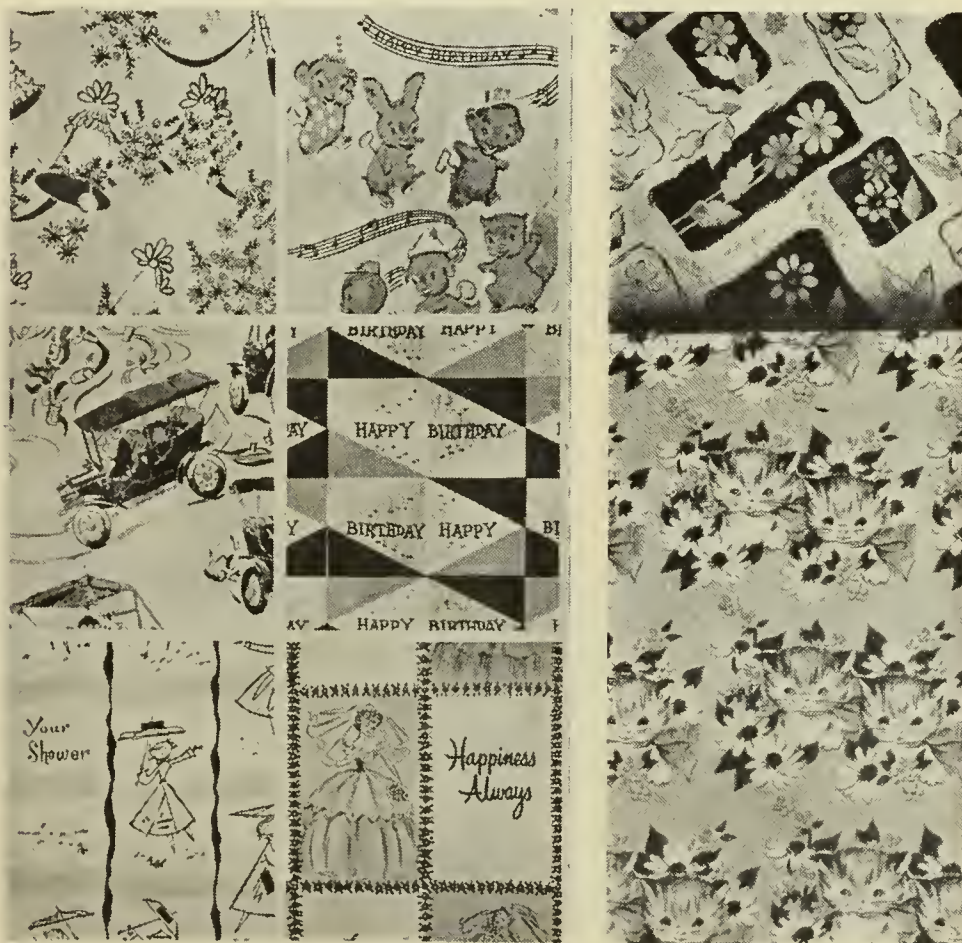
"Signature" Papers

Products of many kinds may be most suitably and distinctively wrapped and displayed in what are termed "signature" fancy papers—that is papers printed or embossed with the trading emblem of the manufacturer of the product or other reserved design.

Any basic paper or thin card material may be embossed and printed with the special design, which may incorporate a trading slogan, brand mark or product name. The special designs may be incorporated into papers used as over-wraps for cartons, as box coverings or linings, or as win-



Specially designed packaging papers—also used for display—have been made a feature of the perfumery packs illustrated.

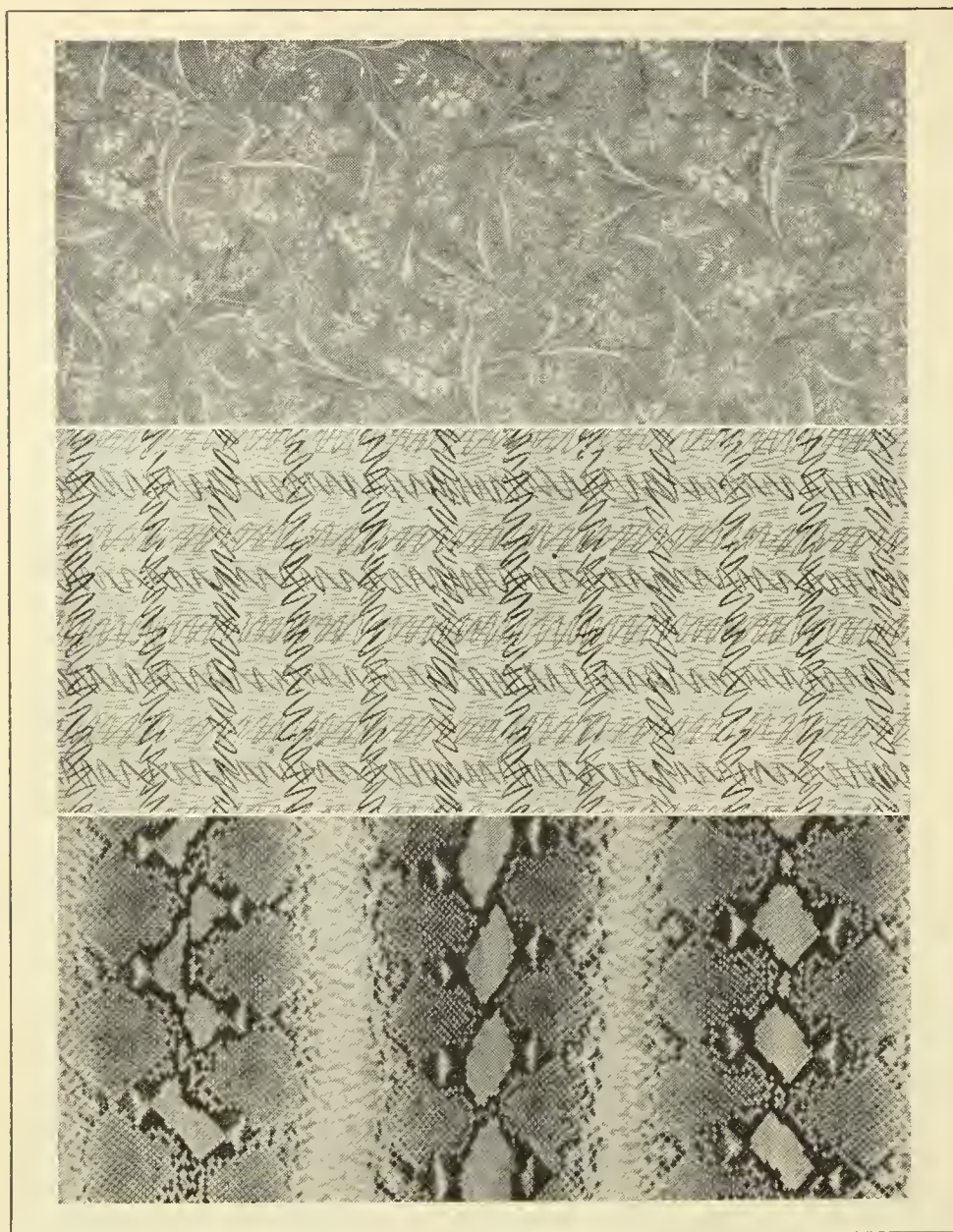


British special occasion display and gift wrappings.

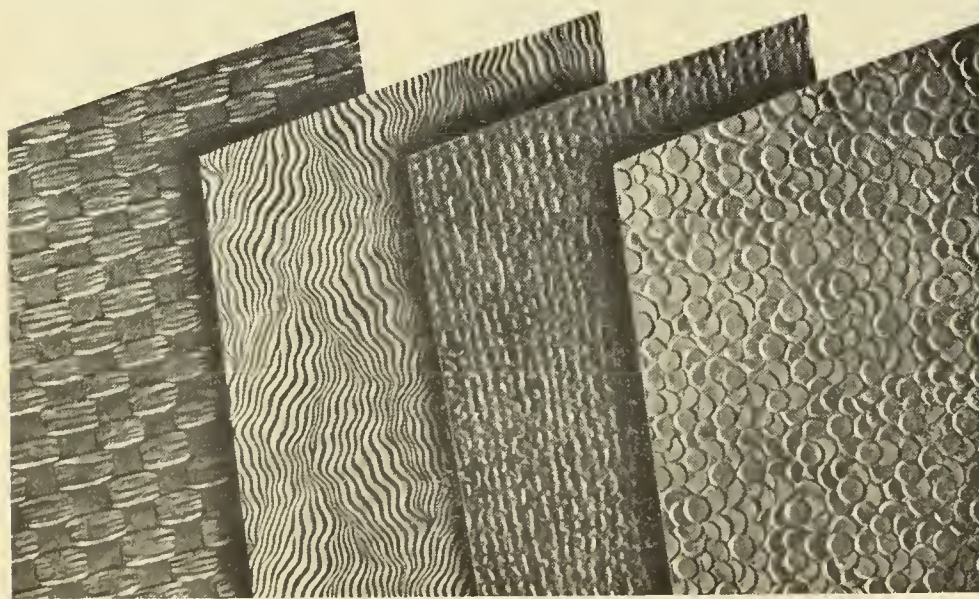
dow-background display or shelf-edging papers.

Once the initial cost of design and roller have been met, repeat printings of "signature" papers are most reasonable in cost, depending, of course, upon the design, the number of colour printings, and the quantity. Mass-pro-

duced fancy designed papers can cost little more than medium-quality plain wrappings. They may be embossed after printed treatment, spirit varnished, or nitro-cellulose finished. Metal foils, aluminium foils and laminates, viscose filmic wrappings, transparent papers, flock or velvet fin-



Grass stems and seeds, a pattern of rectangles, and a python skin inspired these three designs of box-covering papers.



Graining and embossing treatments.

ished papers all offer opportunities for achieving a distinctive result suited to the individual product. Possibly there is no more effective way of putting

over a trade mark or brand than by incorporating it into a "signature" paper and using it for many display and packaging purposes. New mach-

inery now available produces designs from steel-engraved rollers, and the process may include lacquering, tipping, bruising or crushing, printing or embossing. The same papers may be used for booklet covers, box tops, display backgrounds and window pelmets. Quite ordinary grades of wrappings and packaging papers may be converted by such treatment into eye-catching elements that clinch the sale.

Graining and Embossing

Any type of inexpensive paper or board material may, too, either in the flat sheet or on the continuous reel or roll, be given an impressed grain of linen, canvas, hopsack, crash or hammer finish, and the conversion costs only a few shillings a ream.

Fold-over flaps, header cards with printed message bearing the name of the product or brand, price and other details may be incorporated into cartons made of fancy papers, or the fancy papers may be used in the lining of the pack. The display paper may be prepared with an adhesive back so that, once printed, it is capable of being used for both wrapping and labelling purposes. Usually the box-maker is prepared to design prototypes without charge, but consultation at an early stage is important if outstanding results are to be achieved.

Retailers are often very willing to make use of transparencies, which are easy to apply and as quick to remove when no longer required. "Slide-off" window transfers, printed by the silk-screen process in full colour, may be designed as window pelmets, stickers, etc., and new forms of cellulose slide-off transfer papers are available which the printer can easily convert; they cost about 50 per cent. more than ordinary printed labels. Cellulose-coated papers may also be used for bottle labels; being transparent, they allow coloured contents to be seen through the label and with some liquid products that is an obvious selling factor.



Mr. E. H. Nankivell (managing director of Bronco, Ltd.), congratulating Mr. E. A. Owen, who recently completed forty years' service with the company. Mr. Owen, who was presented with a cheque at the company's annual party on January 27, is the twenty-sixth member of the staff to have spent forty years with the company.

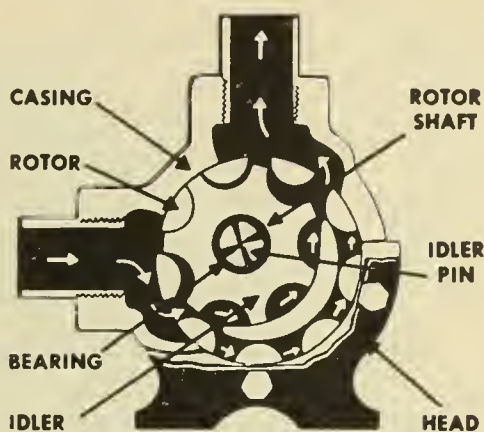
MACHINERY AND PLANT

Ten Models.—Among the range of chemical plant offered by Powell Duffryn Carbon Products, Ltd., Springfield Road, Hayes, Middlesex, is a series of graphite cartridge condensers that has been specially designed to cope with the problems arising during the condensation of corrosive vapours. The condensers function satisfactorily in the presence of most acid and solvent vapours up to a maximum graphite temperature of 180°C.

Automatic Filling and Metering.—Shandon Scientific Co., Ltd., 6 Cromwell Place, London, S.W.7, recently introduced the Filamatic fully-automatic filling machine, designed to dispense pre-measured quantities of liquid automatically and continuously at a uniform selected speed. The Filamatic may be fitted with interchangeable glass or

Co., Ltd., Berk House, 8 Baker Street, London, W.1, grinds solids to particle ranges down to five microns and below, under sterile conditions and without risk of metallic contamination. The reduction in particle size is effected by the material grinding upon itself, and the energy required to set up the attrition is supplied by any compressed gas or superheated steam. The mill may be used to break down materials that are elastic, greasy, waxy or non-friable, or which for any other reason cannot be submitted to ordinary impact grinding procedures. By using a heated compressed gas it becomes possible to grind and dry materials in the same operation. The range includes 2-in. and 4-in. laboratory models, and 8-in. to 36-in. production models. Outputs vary from $\frac{1}{2}$ lb. to 4 lb. per hour with the 2 in. model, to 10 lb. for the 4 in. model, and from 20 lb. to 3,500 lb. per hour for the large production models.

Industrial Pumps.—Wayne Tank and Pump Co., Ltd., Western Road, Bracknell, Berks, have introduced a new range of internal-gear pumps in capacities to handle from three to 250 gall. per minute at pressures up to 100 pounds per sq. in. The principle of operation is best understood by reference to the diagram, in which the pump is seen to consist basically of gear elements rotating within the body, an outer rotor which is the driven member, and an inner gear wheel which is the idler. The gear wheel meshes internally with the rotor and, being eccentrically mounted, leaves space on the opposite to meshing side for a fixed crescent between rotor and idler teeth. Movement of the liquid is caused by displacement of the pumping elements (gear teeth) in the neighbourhood of the fixed crescent to create a void into which liquid is forced by atmospheric pressure. The gear teeth may be said to separate and create a powerful suction, which is present whenever the pump is turning, whether it is filled with liquid or not. The ability to pull a high vacuum on the suction side is an important feature



Diagrammatic arrangement of Wayne internal-gear rotary pump. (Wayne Tank and Pump Co., Ltd.).

of the pump. Another advantage of the system is that the flow of liquid on the delivery side is smooth and without pulsation.

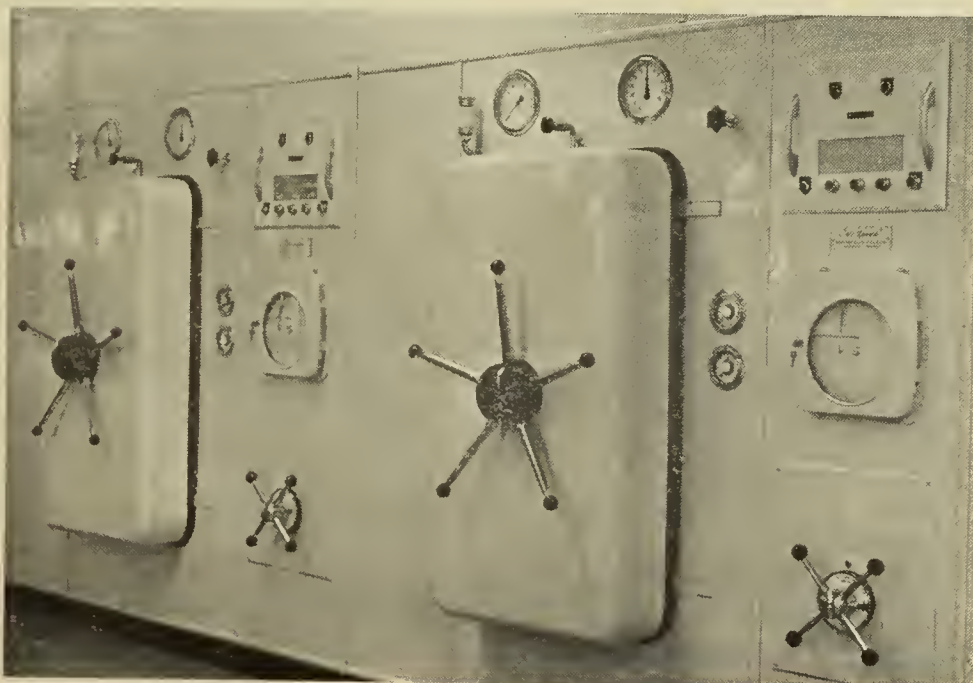
High Vacuum Sterilisation.—The Hi-Speed range of sterilisers manufactured by Manlove Alliott & Co., Ltd., Nottingham, operate at a balanced chamber-and-jacket pressure of 32.5 lb. per sq. in. in conjunction with a vacuum system. A pre-steaming vacuum results in almost complete exhaustion of air from porous textile goods and a rapid achievement of temperature of 136.4°C. The rapid final high vacuum ensures complete dryness of all goods without admission of air to the chamber. Vacuum breaking is via a special filter. A patent Selectromatic control provides fully automatic process control, designed to function only under correct temperature and vacuum conditions. An electrical interlock ensures that the process cannot be started until the door of the steriliser is correctly locked. Illustrated is the recessed circular HSC/10 Hi-Speed steriliser, of nickel-clad construction, arranged for patent fully automatic control for dressings, gloves, bowls and instruments, and for independent push-button control for the sterilisation of bottled fluids.



stainless-steel syringes of one, three, five, ten, twenty, thirty or fifty-mil capacity. Special large models are available up to 1040-mil capacity. The machine handles any free-flowing liquid from water-thin solutions to light oils or agar gel, etc. It works to an accuracy better than 1 per cent., and may be used for filling ampoules or bottles.

Mixing Machines.—The Universal high-speed mixers are imported by BUCKHAM & SANDEMAN, LTD., William Curtis House, Alton, Hants, from the Western German manufacturers Günther Papenmeier. The mixers, which are available in a range of capacities from 5 to 1500 litres, are claimed to offer abnormally short mixing times.—MANESTY MACHINES, LTD., Speke, Liverpool, 24, recently introduced two new models of their Manesty mixer. The "300" stainless steel mixer has a 6 cu. ft. working capacity and, like the smaller "H" model, is fitted with removable paddles, safety guards, transparent plastic lid and tilting gear. The other new model, the Manesty drum mixer, has a capacity of 2 cu. ft. and may be had with interchangeable stainless steel or galvanised drums.

Five Microns or Less.—The Micronizer mill, developed by F. W. Berk &



PACKAGING NOTES

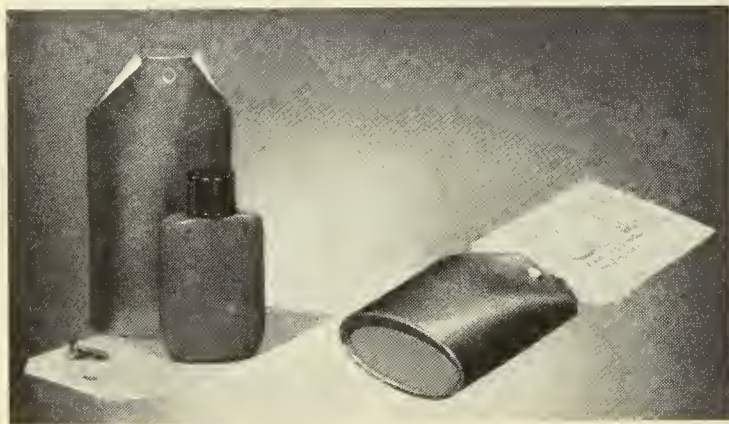
Appointed Design Consultants. — Richard Lonsdale-Hands Associates, Ltd., Commonwealth House, New Oxford Street, London, W.C.1, have been appointed industrial design consultants to the Gillette Safety Razor Co., Great West Road, Isleworth, Middlesex.

Infinitely Variable. — The Junior labelling machine manufactured by Johann Weiss, Berlin, N.65, is designed to label containers from 15 to 70 mm. diameter at a rate varying from 2,000 to 7,200 an hour.

Tamper-proof Bottle Capsule. — Besides being applied at high speeds, the Alu-Pharm adhesive aluminium bottle capsule made by Ideal Capsules, Ltd., Edinburgh Avenue, Slough, Bucks, has the advantage of making products tamper-proof.

Protection in Transit. — Cerbo "stars," made of flexible plastic material, and used instead of cotton wool as plugs in tablet packing, are available in standard sizes and designs or to specification from the John Dale organisations, London, N.11.

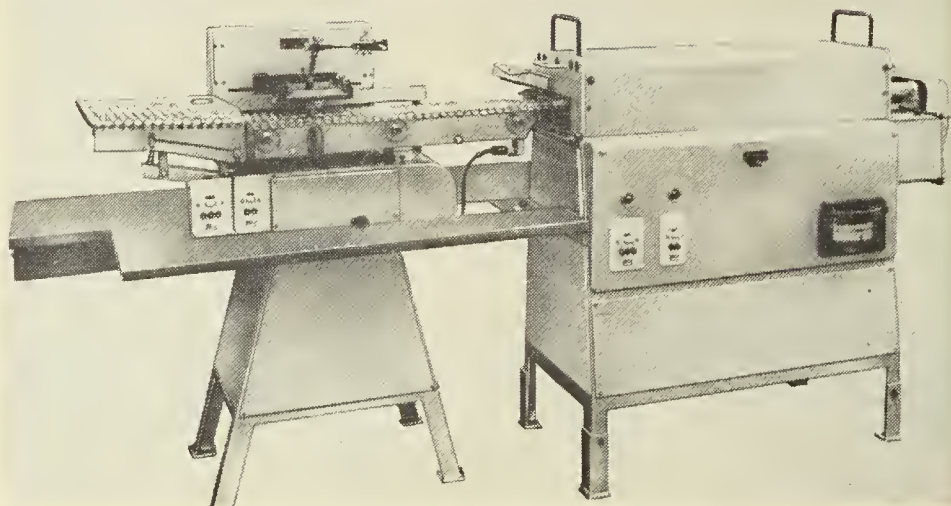
Glass Pressure Packs. — A stock range of Rochaer plastic-coated glass aerosol containers is available from



Rockware Glass, Ltd., Rockware Avenue, Greenford, Middlesex. The containers are of 15, 65, 75 and 115 c.c. capacity in a range of six standard colours.

Foam Wads. — A white plastic foam material is prepared in many different shapes by Lime Bank Products, Ltd., Lime Bank Street Works, Manchester, 12, for use as wads in packs containing tablets, capsules, etc., and as inserts for ampoule boxes. The plastic foam is free from moisture and withstands temperatures up to 200° F.

Postal Pack for Samples. — A new container, the Rol-Sac, made by Rolex Paper Co., Ltd., 21 Chiswell Street, London, E.C.1, is specifically designed for the mailing of small samples. The Rol-Sac is claimed to give maximum protection proportionate to reasonable cost, which is achieved by virtue of the high-quality tubular body, and end beading which, in addition to retaining the base, gives further protection to the contents by its capacity to absorb shock. Since the tubular body is made to a high strength-to-weight ratio specification, the overall thickness of the construction can be substantially reduced, thereby effecting obvious economies in



The Ardenghi silk-screen printing and firing machine.

production. The pack is creased at the neck to form a part closure. After insertion of the sample a metal clip is inserted with an address tag attached, and the container sealed. The pack can be custom-built to individual needs and a range of barrier liners, including

VPI papers, polythene and aluminium foil can be wound on the inside of the pack or buried in the wall as an inner ply, whichever is considered more suitable for the sample being mailed. The pack has been designed for use with manilla tag labels which lend themselves to addressing and stamping by mechanical means.

"Skin-tight" Overwraps. — For overwrapping a number of items in one pack, E. S. & A. Robinson, Ltd., Redcliffe Street, Bristol 1, have developed Shrinkwraps, which are produced by cross-tensilising and reorientating the molecules of Pliofilm. The result is a heat-scalable, transparent film that can be shrunk by the application of moderate heat to form a "skin-tight" glossy overwrap on articles of almost any shape. The effect of applying heat—generally between 190–200° F.—is to return the molecules to their former

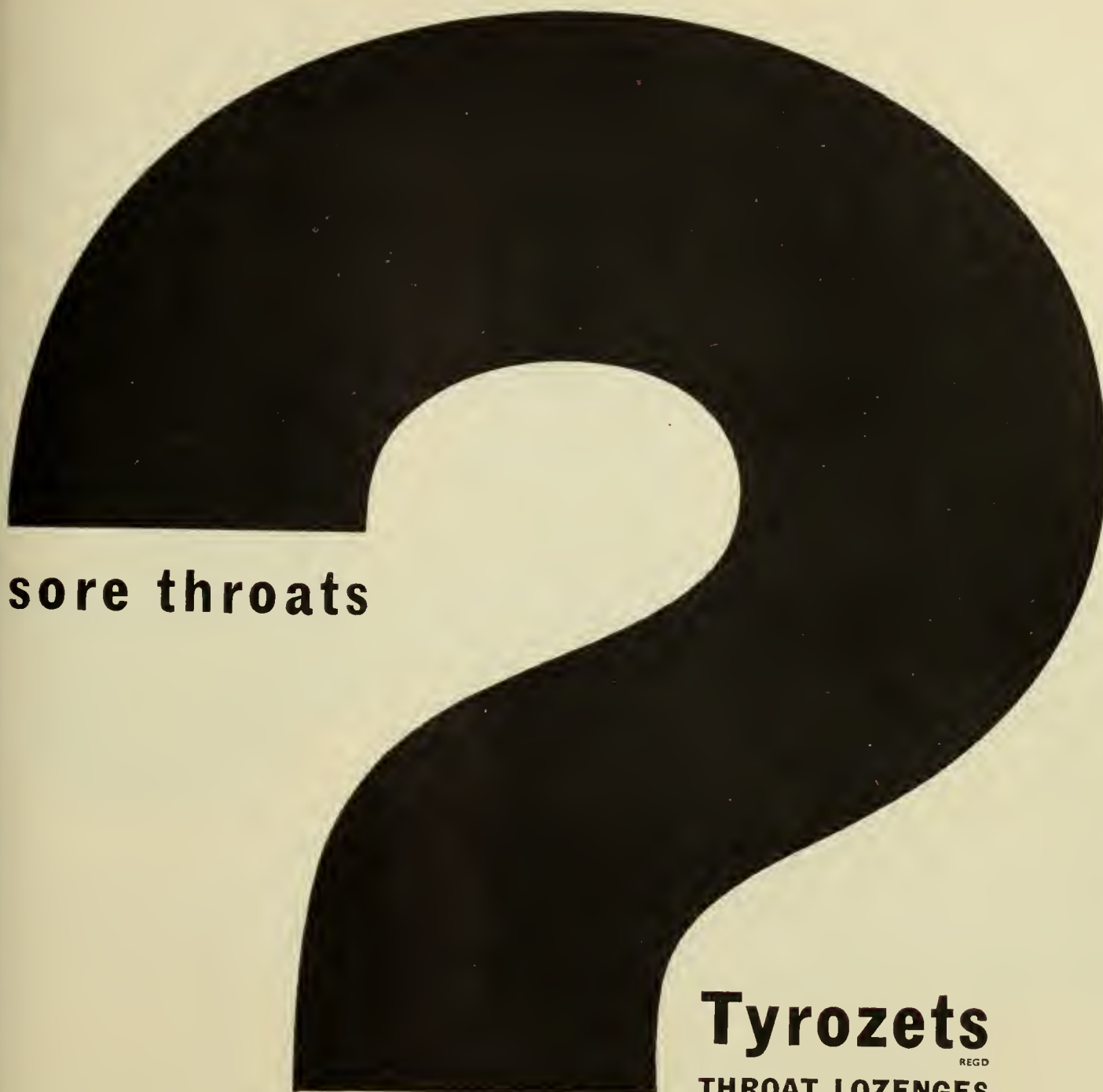


state, so causing a shrinkage of up to 50 per cent. in the area of the film. Shrinkwrap is claimed to form a

more rigid pack than cellulosic film. It can be applied by hand for short runs.

Printing and Firing of Vials. — New-man Labelling Machines, Ltd. (formerly D. Trapow & Co., Ltd.), Queens Road, Barnet, Herts, have become sole agents in the United Kingdom for the Ardenghi silk-screen printing and firing machine. The machine, in one continuous process, automatically prints and fires glass tubes, vials or ampoules up to a maximum length of 160 mm., diameter 8–20 mm. The maximum printing dimensions are 50 mm. each on the circumference and length. The container passes through four separate stages: The printing operation; pre-heating for burning off the colour binder prior to the glass entering the furnace; firing at the required temperature; unloading via an asbestos belt passing through a cooling chamber. There are no conveyor chains; the vial or ampoule is conveyed through the printing machine on a "carrier bar" conveyor, which is synchronised with a pair of adjustable worm screws which pass right through the furnace and rotate the glass to ensure even heating. The worm screws always remain inside the furnace. Consequently, heat losses are negligible. Outputs of forty-seven per minute for 1–3-mil and of thirty-seven per minute for 5–10-mil ampoules are obtainable. The machine is extremely compact.





sore throats

Tyrozets
REGD
THROAT LOZENGES

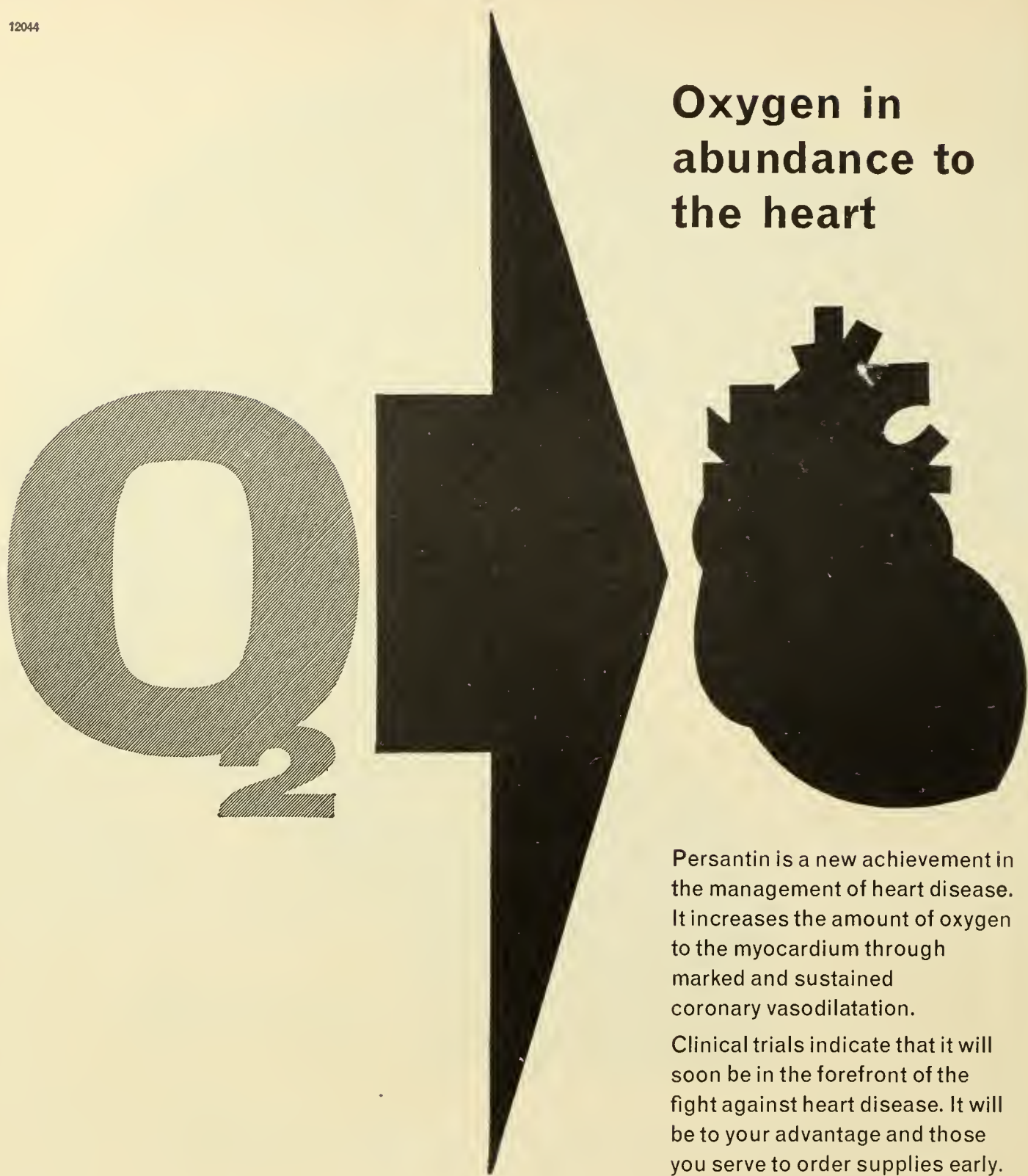
Sore throat sufferers welcome 'TYROZETS'—they quickly end the misery

'TYROZETS' agreeable flavour appeals to all - young and not-so-young alike. 'TYROZETS' contain tyrothricin, a quick acting and highly effective antibiotic, and benzocaine for its local anaesthetic effect. 'TYROZETS' are supplied in display outers of 12 vials. They retail at 2/6d. per vial (exempt p.t.) and can be sold by pharmaceutical chemists without prescription.

Made in England by MERCK SHARP & DOHME LIMITED, HODDESDON, HERTS



12044



Oxygen in abundance to the heart

Persantin is a new achievement in the management of heart disease. It increases the amount of oxygen to the myocardium through marked and sustained coronary vasodilatation.

Clinical trials indicate that it will soon be in the forefront of the fight against heart disease. It will be to your advantage and those you serve to order supplies early.

PERSANTIN*

2,6-bis(diethanolamino)-4,8-dipiperidino-pyrimido(5,4-d)-pyrimidine



Manufactured and distributed in the U.K. by Pfizer Ltd., Sandwich, Kent, for

C. H. BOEHRINGER SOHN, INGELHEIM am RHEIN

Registered proprietors of the Trade Mark

*Regd. Trade Mark

Thermoplastic Labeller.—Newman Labelling Machines, Ltd., Queen's Road, Barnet, Herts, are makers of the Hefix thermoplastic labeller for applying thermoplastic labels to bottles, cartons and containers at speeds up to sixty per minute.

Aerosol Packaging.—Bardro Aerosol Packaging Co., 2 Parkhurst Road, London, N.7, offer a specialist aerosol filling service for hair lacquers, perfumes, suntan sprays, shaving lotions, hand-creams, shampoos, personal deodorants, etc. They undertake to provide aerosol products in any quantity under customers' own labels, or to pack customers' own products for aerosol use.

Box Printing.—Rejafix, Ltd., 83 Fulham High Street, London, S.W.6, announce the addition to their range of high-speed rotary printing machines of a new machine, model BK.240/ST for printing on collapsible cartons and other flat-surface objects such as plastic tiles, metal discs, cards, etc., and for overprinting objects up to 1 in. thick. The machine also stacks the articles in bundles of the required number.

A Tablet-wrapping Service.—Parker Packing, Ltd., have installed a Wetzel strip-packing machine and undertake to pack tablets of any size into wax or foil wrappings. Other services include hand packing; volumetric filling; weigh filling; mixing and sifting; and heat sealing. Messrs. Parker recently took over further premises, bringing their covered floor area from 2 to 3 acres and providing an additional 10 acres of expansion room.

Exhibited in Belfast.—To bring to the notice of companies in Northern Ireland their service of advice in the design and operation of automatic machinery for applying self-adhesive tape, a three-day Sellomation exhibition is being held at the Midland Hotel, Belfast, March 7-9, by Gordon & Gotch (Sellotape), Ltd., 8 Paul Street, London, E.C.2. Pictures, diagrams and physical exhibits will show how, why and where self-adhesive taping methods save labour and money in many operations.

A Packaging Service.—A full comprehensive packaging service "ideally suited to the pharmaceutical industry" is offered by Venus Packaging, Ltd., Ilkeston, Derbys. Messrs. Venus undertake to extrude, convert and print polythene film in bags or in sheet; to produce all types of bottom-seam bags (with beaded-weld seam opposite the opening), and by a new and economical method to produce side-weld polythene bags that are pre-opened before delivery to the manufacturer's packing department (thus cutting out the problem of "blocking" by the sides of the bags). They offer a polythene film of remarkable clarity, and convert and print their widely used Phantom brand cellulose film. Messrs. Venus produce rigid and collapsible boxes, display outers, self-adhesive seals, labels, leaflets, sleeves, etc., and have a design unit that specialises in contemporary graphic and functional designs.

Sachet Filling.—In the packing and sealing of liquid sachets there are in effect, with Acme H.F. welding machines, made by H.F. Industrial Services, Ltd., 317 High Road, London,

N.22, three operations. First the lay-flat PVC tube is fed (by a single operator) from the reel to a filling machine. When a sufficient length of tube is filled with the liquid, the filling end is transferred to the welder, a second operator placing it into the indexing jig and carrying out the first weld. The tube is then indexed, by hand, into a simple metering section to the right of the electrodes. That ensures

that only the necessary amount of liquid is trapped in the embryo sachet. Any trapped air escapes to the left and out along the "feed" end on the tube. The weld then takes place and the tube is again indexed for the next weld. The sachets are guillotined by a third operator and placed in a large container for transfer to the final packing station. Output is as high as 2,000 an hour.

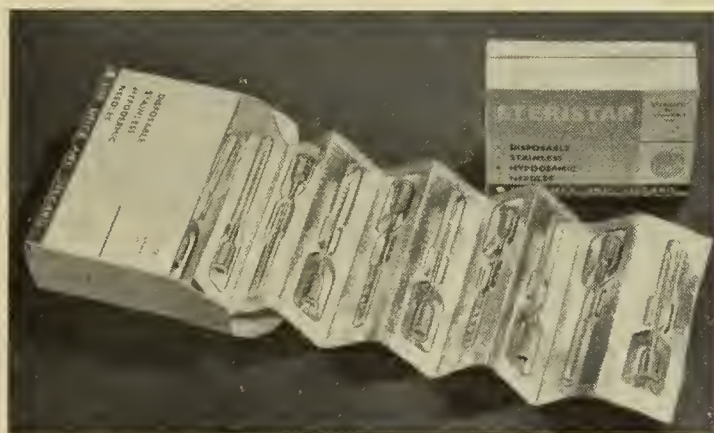
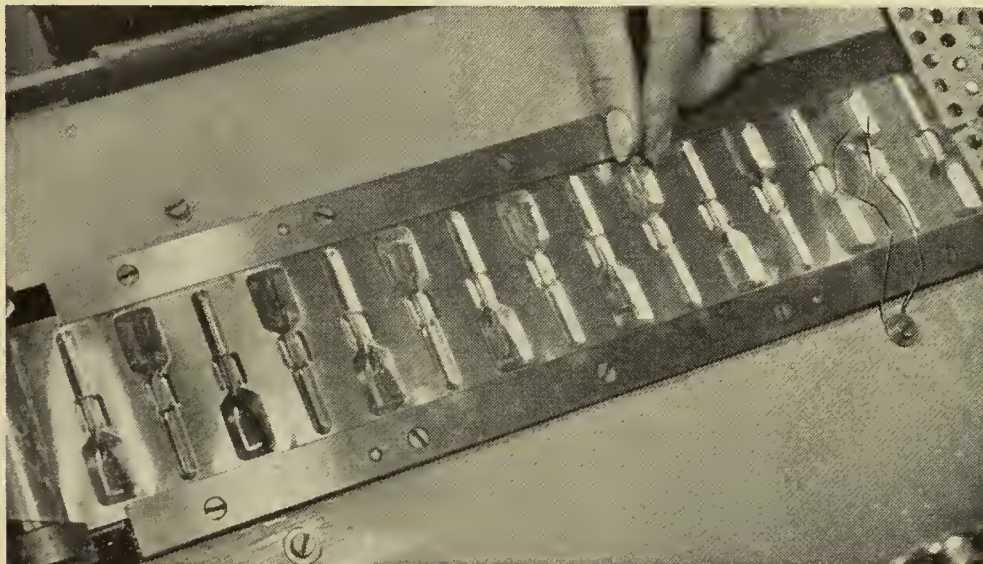
STERILISED STRIP PACKS

A new and effective form of hypodermic needle presentation

A METHOD of strip packing for hypodermic needles which allows the sterilisation of the contents and maintains the sterility of the needles until the time of use, has been adopted by S. R. J. Everett & Co., Ltd., 936 London Road, Thornton Heath, Surrey.

The materials used for the strip package are a laminate of 0.0035 mm. aluminium foil and 0.0015 in. polyethylene film, supplied by Venesta Foils, Ltd., Thorn House, Upper St. Martin's Lane, London, W.C.2, and a polyethylene-coated cellulose film. The machines

In the conventional needle pack, a tray of twelve or more needles overwrapped and protected by a carton, rigid box or tin, the advantages of "pre-sterilising" were reduced by the fact that the whole package was unsealed and potentially unsterile when the first needle was removed. The strip pack, in contrast, protects each needle individually; with care, in fact, it is possible to tear open a pack and fit the needle hub to a syringe in such a way that the "blade" stays covered right up to the moment of use.



Above: Needles are placed in position in the shapes pressed in the coated foil strip. At left: The concertina method of packing simplifies the removal of individual needles.

The new method of packaging is carried out on automatic machinery adapted to Everett's designs and it supercedes a number of manual operations. At the same time it has helped in the

development of a cheap disposable hypodermic needle which is supplied in a sterile condition and is intended to be used only once. The disposable needle has a plastic hub that is not toxic and pyrogen-free instead of the more expensive brass fitting. The blade is of high quality stainless steel.

Srips of twelve packaged needles are folded concertina-fashion and placed in a cardboard carton.

development of a cheap disposable hypodermic needle which is supplied in a sterile condition and is intended to be used only once. The disposable needle has a plastic hub that is not toxic and pyrogen-free instead of the more expensive brass fitting. The blade is of high quality stainless steel.

Srips of twelve packaged needles are folded concertina-fashion and placed in a cardboard carton.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, FEBRUARY 22: Activity in CRUDE DRUGS was again lacking during the week and price changes in that section were negligible.

Shortages of several commodities were unrelieved and many American BOTANICALS were highly priced compared with last year's values. The range of Alexandrian SENNA PODS is now fairly narrow. Shipments of Tinnevely senna (in tons) from the port of Tuticorin during the past two months were as follows:

DESTINATION	LEAVES		PODS	
	December	January	December	January
U.K.	7	3	2	—
U.S.	41	—	—	—
Europe	56	13	—	2

Certain ESSENTIAL OILS provided a firm market. Ceylon CITRONELLA rose three-halfpence per lb. on the spot. LEMONGRASS advanced sixpence per lb. because of higher prices at origin, while Brazilian PEPPERMINT jumped ninepence per lb. for the same reason. Prices of OLIVE OIL continue steady, although Spain is the only producer offering at satisfactory prices. Merchants believe that once seasonal demand steps up quotations will become higher.

In PHARMACEUTICAL CHEMICALS the price of METHYL SALICYLATE advanced twopence per lb. in line with the higher rates for other salicylates announced a few weeks ago. In consequence of the activity in the ZINC METAL market, which continued throughout the week and the higher cost, manufacturers of B.P. OXIDE raised their prices by 50s. per ton, making 2-ton lots £107 10s. per ton. TETRACYCLINE products are being reduced in price by about 12 per cent. on February 27.

Pharmaceutical Chemicals

AMIDOPYRIN. — Minimum rate, 20s. 1d. per lb. with usual differentials for smalls.

AMPHETAMINE. — One to 10-kilo lots: BASE, from 140s. to 160s.; SULPHATE, 110s. to 130s. and *d*-AMPHETAMINE SULPHATE, 405s. to 420s.

AMYLOBARBITONE. — B.P.C. is 82s. 6d. per kilo for less than 25-kilo lots and SODIUM, B.P.C., 92s. 6d. per kilo.

ANTIMONY SALTS.—CHLORIDE SOL., B.P.C., 1934. carboys, 2s. 6½d. lb.; POTASSIUM TARTRATE, 7s. 6d. per lb.; SODIUM TARTRATE, 12s. 6d.

ATROPINE.—Rates for 16-oz. (500 gm.):

	per oz.		per kilo	
	s.	d.	s.	d.
ALKALOID	39	0	1375	0
METHONITRATE	39	0	1375	0
METHYLBROMIDE	38	6	1357	0
SULPHATE	34	0	1198	6

BARBITONE. — Less than 25-kilo lots, 53s. 6d. per kilo. SODIUM derivative, 56s. 9d. per kilo.

BUTOBARBITONE. — B.P.C., 87s. 6d. per kilo in less than 25-kilo lots.

CALCIUM CARBONATE.—B.P. light precipitated powder, 1-ton lots, £33 per ton in free bags, ex works.

CALCIUM CHLORIDE. — B.P.C. fused, granulated 10½d. per lb. in 1-cwt. lots.

CALCIUM GLUCONATE. — Three-cwt. and upwards, 3s. 6d. per lb.; 1-2 cwt., 3s. 7d.

CALCIUM SUCCINATE.—10s. 6d. to 12s. per lb., as to quantity. SUCCINIC ACID is from 10s. 6d. to 12s. 3d. per lb.

CHLORAL HYDRATE. — One-cwt. lots, 4s. 6d. per lb.

COCAINE. — 16-oz. lots, HYDROCHLORIDE, 91s. 6d. per oz.; ALKALOID, 101s. per oz. Subject to D.D.A. Regulations.

CYCLOBARBITONE. — Less than 25 kilos: B.P.C., 73s. per kilo. CALCIUM, 85s. per kilo.

HEXOBARBITONE. — 25-kilo lots or over, 115s. per kilo.

HOMATROPINE. — 16-oz. lots (per oz.): ALKALOID, 30s. 6d.; HYDROBROMIDE, 24s. 6d.; HYDROCHLORIDE, 28s. 6d.; METHYLBROMIDE, 25s. 6d. 1-oz. rates are 1s. 6d. per oz. above those rates.

HYDROGEN PEROXIDE. — 27.5 per cent. (by weight), £115 per ton; 35 per cent. £138 in returnable carboys.

IODIDES. — (Per kilo). Potassium, 50-kilo lots 19s. 3d.; SODIUM, 24s. 3d. for 25-kilo lots. AMMONIUM, 45s.

IODINE.—Resublimed in less than 50-kilo lots, 25s. 4d. per kilo. Minimum delivered rate for CRUDE is 17s. 4d. per kilo.

IODOFORM.—Powder (per kilo), 51s. 6d. in 50-kilo lots; less than 50-kilos, 53s. Crystals are 3s. per lb. more than the powder.

METHADONE.—Subject to D.D.A. 16s. 3d. per 5 gm. pack.

METHOIN.—B.P., 120s. per lb.

METHYL PHENOBARBITONE. — B.P.C., 95s. per kilo for less than 25-kilo lots.

METHYL SALICYLATE. — Five-ton lots, 3s. 2d. per lb.; 1-ton, 3s. 2½d.; 10-cwt., 3s. 3d.; 5-cwt., 3s. 4d.; 1-cwt., 3s. 5d.

OPIATES.—Home trade prices (per oz.) subject to D.D.A. Regulations:—

	35 oz. and over		Under 35 oz.	
	s.	d.	s.	d.
CODEINE				
PHOSPHATE	41	0	42	0
HYDROCHLORIDE	47	3	48	3
SULPHATE	47	3	48	3
ALKALOID	54	0	55	0
MORPHINE				
ACETATE	50	0	51	0
HYDROCHLORIDE	50	0	51	0
SULPHATE	50	0	51	0
TARTRATE	60	0	61	0
ALKALOID	61	3	62	3
ETHYLMORPHINE				
HYDROCHLORIDE	54	0	55	0
ALKALOID	63	3	64	3
DIAMORPHINE				
ALKALOID	54	9	55	9
HYDROCHLORIDE	59	9	60	0

PENTOBARBITONE. — Under 25-kilo lots, 125s. per kilo; SODIUM, 130s.

PETHIDINE HYDROCHLORIDE. — Subject to D.D.A. Regulations, 229s. 2d. per 250 gm.

PHENAZONE.—Imported, 9s. 6d. per lb.

PHENOBARBITONE. — Spot rate 50-kilo lots, 47s. 6d. per kilo; 5-kilos, 50s. 6d.; 500-gm., 54s. 6d. SODIUM SALT unchanged at 55s. 6d. per kilo for 5-kilo lots.

PHENOLPHTHALEIN.—One-cwt. 9s. per lb.

PHYSOSTIGMINE. — Per gm.: ALKALOID, 14s. 8d. (5-gm. lots); SALICYLATE, 10s. and SULPHATE, 12s. 7d. (25-gm. lots); NITRATE, 1s. 1½d. (500 gm.).

PILOCARPINE.—In 2-kilo lots prices are: HYDROCHLORIDE, 1,013s. per kilo; NITRATE, 825s.

QUINALBARBITONE.—Under 25-kilos, 130s. per kilo.

RESORCINOL.—One-cwt. lots, 12s. 4d. per lb.

ROCHELLE SALT.—Powder or granulated, 5-cwt. lots or over in kegs, 220s. per cwt.; 1-cwt. 222s. 6d. (bags less 5s.).

SALOL.—B.P.C., 9s. per lb. (1-cwt. lots), SEMICARBAZIDE HYDROCHLORIDE.—Technical grade, 15s. 8d. per lb. for 1-cwt. lots.

SULPHACETAMIDE.—One-cwt. lots, 24s. 6d. per lb. SODIUM derivative, 30s.

SULPHAGUANIDINE. — One-cwt. lots, 11s. per lb.

SULPHANILAMIDE. — One-cwt. lots, 6s. per lb.

SULPHAPYRIDINE.—Five-kilo lots, 120s. per kilo.

SULPHATHIAZOLE.—One-cwt. lots, 16s. 9d. per lb.

TEREBINTH.—B.P., 2s. 3d. per lb.

THEOBROMINE. — ALKALOID in 50-kilos, about 60s. per kilo.

THIOGLYCOLLIC ACID.—Basic rates per lb., 97-98 per cent., 26-lb. packs, 15s.; 75 per cent., 11s. 6d. AMMONIUM THIOGLYCOLLATE, 40 per cent. pH 9.3 (24-lb. pack), 6s. 8d.; MONOETHANOLAMINE THIOGLYCOLLATE, pH 9.9, 40 per cent., 9s. 10d. All carriage paid and subject to purchase tax.

THIOUREA.—Technical grade, 1-cwt. lots, 3s. 1½d. per lb.; 10 cwt., 2s. 9½d. per lb.

THYMOL. — One-cwt. lots, 14s. 3d. per lb.

UREA.—Pharmaceutical grade, £60 10s. per ton in 1-cwt. bags non-returnable; technical quality, £42 per ton (4-ton lots).

ZINC OXIDE.—Two-ton lots B.P. grade, dearer at £107 10s. per ton; 1-ton, £108 10s.

Industrial Chemicals, Solvents

ACETALDEHYDE.—The 100 per cent. is £122 per ton.

ACETATES.—Per ton, spot 1-ton lots: AMYL (technical), £254 and B.S.S., £256. BUTYL, £169; ETHYL, £141; ISOPROPYL, £136.

ACETIC ANHYDRIDE.—10-ton lots £126 per ton, delivered U.K. in returnable drums; 1-ton, £128.

ACETONE.—One-ton lots spot, £84 per ton in drums.

BENZOLE.—Thiophene-free, 9s. 3½d. per gall. for one 50-gall. barrel; pure 6s. 3½d. per gall.

N-BUTYL ALCOHOL. — 1-5-ton lots, £159 per ton and one-ton lots, £163 per ton. SECONDARY, £130.

CARBON TETRACHLORIDE. — In 40-gall. drums, 1 ton and under 2 tons, £83 15s.; 4 tons and upwards, £82 5s.

ISOPROPYL ALCOHOL. — Technical grade (99 per cent.) 5s. 0½d. per gall. for 10,000-gall. lots; anhydrous in drum lots is £108 per ton.

METHYL ETHYL KETONE. — One-ton lots, £138 10s. per ton.

NAPHTHALENE.—Nominal home contract prices per ton for phthalic makers are around £40; spot lots £60-£70 ex works. Refined flake or ball scarce at around £80 delivered.

PHTHALATES. — Prices (per ton) one-ton lots: DIBUTYL, £206; DI-ISOBUTYL, £199; DI-ETHYL, £190 10s.; DI-METHYL, £182.

STEARATES. — Spot prices for minimum 1-ton lots:—ALUMINIUM (all grades), 253s. 6d. per cwt., CALCIUM (precipitated), 243s. 6d.; LEAD (30 per cent.), 223s. 6d.; MAGNESIUM (standard), 272s. and (superfine), 302s.; ZINC 226s. to 286s. as to grade.

Crude Drugs

ACONITE. — Spot: Spanish *napellus*, 2s. 6d. per lb.

AGAR. — Kobé No. 1, 15s. 9d. per lb. in bond; shipment, 15s., c.i.f.

ALOES. — Cape primes, spot, 180s. per cwt.; shipment, 157s. 6d., c.i.f. Curaçao spot, 480s.; shipment, 440s., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 22s. for paper-filtered. COPAIBA: Spot, 8s. 3d. duty paid as to source. PERU: Spot, 9s. in bond. TOLU (genuine as imported) nominal; B.P., 12s. 6d.

BELLADONNA. — LEAVES (t.a. 0.53 per cent.), 1s. 9d. per lb. Dutch for shipment (t.a. not quoted) 2s., c.i.f. ROOT cleared on the spot.

BENZOIN. — Sumatra block, spot £22 to £30 as to quality.

BUCHU. — Spot rounds, 1958-59 crop, 4s. 9d. per lb.; new crop for shipment, 4s. 1d. to 4s. 4½d., c.i.f.

CALABAR BEANS. — Spot, 2s. 3d. per lb.

CALAMUS. — Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAMPHOR. — B.P. powder, 3s. 10½d. per lb. in bond.

CAPRICUMS. — Chinese, on stalk, 150s., duty paid; Ethiopian, 200s.

CARDAMOMS. — Aleppy greens, spot, 14s. per lb.; shipment, 12s. 6d. per lb., c.i.f. Seeds, shipment, 21s., c.i.f.

CASCARA. — Spot, 1960 peel, 270s. per cwt., shipment, 270s., c.i.f.

CASSIA. — *Fistula*, 100s. per cwt.; *lignea* (whole), spot 420s., duty paid.

CHAMOMILE. — Belgian, 6s. 6d. to 7s. 6d. per lb. as to quality; Hungarian type, 6s. 6d.

CHERRY BARK. — Thin natural, 2s. 10d. to 3s. 6d. per lb.; as to holder.

CHILLIES. — Nigerian, 185s. per cwt.

CINNAMON. QUILLS. — Shipment (c.i.f., per lb.) 4 O's, 5s. 3½d.; 3 O's, 4s. 10½d.; O, 4s. 9d.; quillings, 3s. 1d.; featherings, 1s. 6½d.

CLOVES. — Zanzibar spot, 2s. 10d. per lb.; shipment, 2s. 7½d., c.i.f.

COCHINEAL. — Black-brilliant, 11s. 6d. per lb., silver-grey 10s.; Peruvian silver-grey, 4s. 6d., all spot.

COCILLANA. — Bark, 2s. per lb., spot; 1s. 8d., c.i.f.

COLOCYNTH PULP. — Spot, 2s. to 2s. 6d. per lb. as to quality.

DIGITALIS. — *Purpurea* for shipment, 11d. to 2s. 4d. per lb., c.i.f., as to test.

ELEMI. — Spot cleared. Shipment, 1s. 11d. per lb., c.i.f.

ERGOT. — Portuguese nominally 11s. per lb., c.i.f., for prompt shipment; spot, 9s. 3d.

FRANGULA. — Spot, 105s. per cwt.

GENTIAN. — Spot: French, 150s. per cwt.

GINGER. — African, spot, 230s.; new crop for shipment, 140s. per cwt., c.i.f. Jamaican No. 3, spot, 200s.; shipment, 190s., c.i.f. Cochinchina, shipment, new crop, 115s., c.i.f.; spot, 140s. (per cwt.).

GUM ACACIA. — Kordofan cleaned sorts, 152s. 6d. per cwt., spot; new crop, February-March shipment, 135s., c.i.f.

HENNA. — Indian, spot, 87s. 6d. per cwt.; new crop for shipment, 62s. 6d., c.i.f.

HONEY. — Australian light amber, 100s. to 102s. 6d. per cwt. and medium amber 95s. to 100s. Argentine, 105s. to 110s.; Jamaican, 110s. to 115s.; Canadian clover, 145s. to 150s., all ex warehouse.

JUNIPER BERRIES. — Italian, 90s. per cwt.; German, 130s.

KARAYA. — No. 1 gum, spot 325s. per cwt. nominal; No. 2, 220s.

KOLA NUTS. — Jamaican for shipment,

7d. per lb., c.i.f. African, 5½d. spot and 4d., c.i.f.

LANOLIN. — ANHYDROUS B.P., is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS B.P., 150s., free drums, delivered.

LEMON PEEL. — Spot, 3s. 3d. per lb.

LINSEED. — Whole, 70s. to 75s. per cwt.; crushed, 105s.

LIQUORICE. — Natural root: Persian on the spot, 40s. per cwt.; other varieties cleared. Anatolian decorticated, 175s. Block juice: Anatolian from 190s. per cwt.; Italian stick from 392s. to 470s. per cwt.

LOBELIA HERB. — American, c.i.f. value 7s. 9d. per lb.

MACE. — Whole pale blade, 23s. 6d. per lb. spot.

MENTHOL. — Chinese: spot, 87s. 6d. per lb., duty paid; shipment, 80s., c.i.f. Brazilian, 53s. 6d., in bond; shipment, 52s. 6d., c.i.f. Formosan, 54s., in bond.

MERCURY. — About £69 per flask of 76-lb.

NUTMEGS. — West Indian 80's 12s. per lb., spot; sound unassorted, 9s. 3d.; defectives, 6s. 9d.

NUX VOMICA. — Spot, 130s. per cwt.; shipment, 90s., c.i.f., subject to export licence.

ORANGE PEEL. — Spot: Sweet ribbon 2s. per lb.; bitter quarters: West Indian, 1s.; Spanish, 1s. 3d.; bitter ribbon, 1s. 3d.

ORRIS ROOT. — Florentine, 335s. per cwt.

PAPAIN. — Tanganyikan, 12s. per lb., c.i.f., for grade one; spot 14s. Ceylon all grades nominal.

PEPPER. — White Sarawak, spot, 4s. 3d. per lb.; shipment, 4s. 1½d., c.i.f. Black Sarawak, spot, 3s. 2d., shipment, 3s., c.i.f. Black Malabar, 420s. per cwt. spot, and 365s., c.i.f.

PEPPERMINT LEAVES. — Dutch whole 1s. 9d. to 2s. 2d. per lb., c.i.f.

PIMENTO. — Spot, 590s. cwt.; shipment, 540s., f.o.b.

PODOPHYLLUM. — *Emodi*, 190s. per cwt., *Peltatum*, 375s.

QUILLAIA. — Spot nominal; shipment, 122s. 6d. per cwt., c.i.f.

RHUBARB. — Chinese small rounds from 5s. 9d. to 6s. 9d. per lb. on the spot.

SAFFRON. — *Mancha selecta*, 147s. 6d. per lb.

SARSAPARILLA. — Jamaican native red spot, 2s. 9d. per lb.; shipment, 2s. 3d., c.i.f.

SEEDS. — (Per cwt.). ANISE. — Spanish, 195s., duty paid. CARAWAY. — Dutch unchanged at 165s., duty paid. CELERY. — Indian dearer at 155s., spot; shipment firmer at 148s. 6d., c.i.f. CORIANDER. — Moroccan steady at 117s. 6d., duty paid; shipment quoted at 110s., c.i.f. CUMIN. — Indian 180s., spot; shipment, 160s., c.i.f.; Iranian, 180s., duty paid. DILL. — Indian 100s., spot; shipment now quoted at 76s., c.i.f. FENNEL. — Chinese, 105s., duty paid; Indian, 115s. FENUGREEK. — Moroccan 70s., duty paid; shipment 53s. 9d., c.i.f. MUSTARD. — English, 65s. to 90s., according to quality.

TONQUIN BEANS. — Para spot, 7s. 3d. per lb. Shipment nominal. Angostura 11s.

VALERIAN ROOT. — Spot: Belgian, whole (max. 2½ per cent. sand) for prompt shipment, 145s., c.i.f. Dutch old crop cleared.

VANILLIN. — Rates (per lb.) are now: — 5-cwt. lots, 22s. 3d.; 1-cwt., 22s. 6d.; 56-lb., 22s. 9d.; small quantities, 23s.

WAXES. — (Per cwt.). BEES'. — Dar-es-Salaam, spot, 470s.; shipment, 445s., c.i.f., nominal. Abyssinian, spot 390s. in bond; shipment 387s. 6d., c.i.f. Benguela, shipment, 380s., c.i.f. Sudanese, spot, 425s.; shipment, 380s., c.i.f. CANDELILLA, spot, 475s. CARNAUBA, fatty grey, spot, 495s.; shipment, 470s., c.i.f.; prime yellow, spot, 730s.; shipment, 670s., c.i.f.

Essential and Expressed Oils

ALMOND. — Moroccan, 6s. per lb., duty paid.

AMBER. — Rectified on the spot, 1s. 6d. per lb.

ANISE. — Chinese 6s. 7d. per lb., spot; shipment, 6s. 4½d., c.i.f.

ARACHIS. — Spot, 2-5-ton lots naked ex mill, £143 per ton.

BAY. — West Indian short on the spot, prices nominal.

BOIS DE ROSE. — Brazilian, 14s. 6d. per lb. on the spot and 14s. 3d., c.i.f.

CARDAMOM. — From 330s. per lb. for English-distilled and 260s. for imported.

CEDARWOOD. — American rectified, 8s. per lb. on the spot.

CELERY SEED. — Dutch oil, 90s. per lb. and Chinese, 65s.

CINNAMON. — From quillings, best English-distilled is 50s. per oz.; other B.P. oils from 165s. per lb. Ceylon leaf, spot, 9s. 6d. per lb.; Seychelles, 8s., spot.

CITRONELLA. — Ceylon, spot, 6s. 10½d.; shipment, 6s. 9d. per lb., c.i.f. Formosan, spot, 8s., in bond; shipment, 8s., c.i.f.

CORIANDER. — B.P. oil, 52s. 6d. per lb., spot.

CUBE. — Small spot supplies of imported are 65s. per lb.; English, 90s.

CUMIN. — Imported oil, 90s. per lb.; English-distilled, 120s.

DILL. — Imported, 38s. 6d. per lb., spot.

LAVANDIN. — Spot from 7s. per lb. for original drums.

LAVENDER. — From 17s. to 50s. per lb. as to quality.

LAVENDER SPIKE. — Spanish, 12s. per lb. for original drums.

LEMON. — Californian cold-pressed from 15s. 6d. per lb., spot; Sicilian, 29s.

LEMONGRASS. — Spot, 15s. 3d. per lb., and shipment, 15s., c.i.f.

LIME. — West Indian distilled, 50s. per lb. on the spot.

OLIVE. — Spot, 19s. 3d. to 20s. 3d. per gall. in drums ex wharf; shipment, £190-£205 per 1,000 kilos, f.o.b. Spanish port.

ORANGE. — Spot quotations of sweet oil include Floridan at 3s. 6d. per lb.; West Indian, 3s. 6d.; Israeli, 7s. 6d., nominal; Californian, 5s. 3d. to 7s. 6d.

PALMAROSA. — Spot, 33s. per lb.; shipment, 30s., c.i.f.

PATCHOULI. — Penang is 40s., duty paid and 37s. 6d., c.i.f., per lb.

PEPPERMINT. — *Arvensis*: Chinese spot, 38s. 6d.; shipment, 37s. 6d., c.i.f. Brazilian spot, 18s. 6d.; afloat, 17s. 6d., c.i.f.; new-crop. February-March shipment, 17s., c.i.f. *Piperita*: Italian, 48s. per lb., spot. American from 30s. to 38s. per lb. as to make.

PETITGRAIN. — Paraguay, 18s. 3d. per lb., spot; shipment, 17s. 6d., c.i.f.

RUE. — Spanish is 25s. per lb. spot.

SPEARMINT. — American oil on the spot 46s. 6d. per lb.

TANGERINE. — From 26s. to 28s. per lb. as to quality.

THYME. — B.P.C. oil 9s. 6d. per lb., on the spot.

UNITED STATES REPORT

NEW YORK, FEBRUARY 21: COPAIBA BALSAM firmed up two cents to 80 cents a lb. while PERU BALSAM declined by ten cents to \$1.15. Higher per lb. among ESSENTIAL OILS were CEDARWOOD at \$1, up 15 cents, and East Indian SANDALWOOD at \$26.50, up 75 cents. Lower per lb. were sweet ALMOND at 60 cents, down 15 cents; Bourbon VETIVERT at \$12.50, down 30 cents, and natural PEPPERMINT at \$5, down 25 cents.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED
From the "Official Journal (Patents),"
February 15

- Aluminium diglycinate complexes and their preparation. West Pharmaceutical Co., Ltd. 865,253.
- Hydrazine derivatives. T. J. Smith & Nephew, Ltd. 865,254-55.
- Compositions comprising viruses absorbed on lipids and methods for the preparation thereof. J. S. Youngner and H. Noll. 865,080.
- Coumarin derivatives. Francesco Vismara S.p.a. 865,313.
- Derivatives of DL-lysine. Uclaf. 865,157.
- Apparatus for the treatment of toxicosis in children. Rumanian Ministry of Health & Social Welfare. 865,064.
- Quaternary ammonium compounds and the preparation thereof. Wellcome Foundation, Ltd. 864,885.
- Method for separating substances with different molecular sizes from a solution. Pharmacia A.B. 865,265.
- Preparation of cyanogen. Pure Oil Co. 865,333.
- Compositions for use in caries prophylaxis. Gaba A.G. 865,272.
- N-(propenyl)-2-(thiazole) sulphenamides. Firestone Tire & Rubber Co. 865,334.
- 5-Benzene-sulphonamido-1-phenyl pyrazole derivatives. Farbenfabriken Bayer A.G. 865,341.
- Cells for the electrolysis of hydrochloric acid or aqueous solutions of chlorides. Badische Anilin- & Soda-Fabrik A.G. 865,288.
- Method of producing ortho-(bis(4,4'-hydroxyphenyl)-methyl)-benzyl alcohol. Iromedica A.G. 865,292.
- Process for continuous resolution of racemic amino acids. Ajinomoto Co., Inc. 865,311.
- Production of cyanuric acid and alkali metal cyanurates. Badische Anilin- & Soda-Fabrik A.G. 865,294.
- Steroids and the manufacture thereof. Upjohn Co. 865,316.
- Steroids and process for preparation thereof. Ayerst, McKenna & Harrison, Ltd. 865,004.
- Compounds of the lactone type. Shell International Research Mij. N.V. 864,925.
- Method of deodorising gases. National Lead Co. 865,296.
- Process for preparing compounds of the lactone type. Shell International Research Mij. N.V. 864,926.
- Laboratory separating funnels. National Research Development Corporation. 865,246.
- Stopper for bottle or other container which prevents improper refilling. C. Gianfranceschi. 865,059.
- Container for medicinal liquids. A. Pfrimmer and W. Surholt (trading as J. Pfrimmer & Co.). 865,062.
- Bottle closures. P. V. L. Salminen. 865,039.
- Appliances for use particularly by invalids. P. B. Davidson. 865,234.
- British patent specifications are obtainable (price 3s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2.

CONTEMPORARY
THEMES

- CHRONIC RINGWORM of the nails. *Lancet*, February 18.
- PYROGENS in London tap water, unusual thermostability of. *Public Pharmacist*, February.
- TETRACYCLINE, control of respiratory infections in children by. *Brit. med. J.*, February 18.
- MORPHINE and TETRAHYDROAMINACRINE, treatment of intractable pain with. *Brit. med. J.*, February 18.
- PHARMACEUTICAL RESEARCH IN INDIA. *Eastern Pharm.*, January.
- ORAL CONTRACEPTIVE developed from common field pea. *Eastern Pharm.*, January.
- INTRANASAL OXYTOCIN in obstetrics. *J. Amer. med. Ass.*, February 4.
- PHARMA Y in the Olympic games. *J. Amer. pharm. Ass.*, February.
- THYROXINE-BINDING GLOBULIN, nature of in human serum. *Nature*, February 18.
- LIPOLYTIC ACTIVITY of some anaerobic bacteria. *Nature*, February 18.
- POP PEOPLE'S PILLS (an investigation of the consumption of advertised medicines). *Punch*, February 22.

C. & D. RETAIL AND DISPENSING PRICE LIST

The drug index for December was 209.9

Cost		Item	16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
54	500 gm.	Acid citric, cryst. vel pulv. ...	—	1 9	0 6½	0 1
46	500 gm.	Acid stearic., B.P.C. ...	—	1 6	0 5½	0 1
70	500 gm.	Acid. tartaric. pulv. ...	—	2 3	0 8	0 1
56	25 mls	Aqua anethi conc. ...	—	—	7 11	1 2
52	500 mls	Aqua hamamelidis, B.P.C. ...	—	1 8	0 6	0 1
39	25 gm.	Benzocaina ... P.I.(8)	—	—	—	0 9½
113	100 gm.	Bismuth. salicylas, B.P. '53 ...	—	—	4 9	0 7½
132	500 gm.	Cera alba in placentis ...	—	4 3	1 3	0 2
102	500 gm.	Chloral. hydras ... P.I. (8)	—	3 3	1 0	0 1½
43	500 gm.	Crem. zinci, B.P. ...	4 11	1 5	0 5	0 1
96	500 mls	Elixir caffein. iod., B.P.C. ...	—	3 1	0 11	0 1½
88	500 mls	Elixir diamorph. et terpin., B.P.C. D.D.	—	4 3	1 3	0 2
56	500 mls	Elixir ephedrin. hydrochlor. ...	—	1 10	0 6½	0 1
79	500 mls	Elixir phenobarbitoni, B.P.C.	—	—	—	—
108	2 kilos	Emuls. paraff. liq. ... B only	3 1	0 10½	0 3	—
78	25 gm.	Ephedrin. hydrochlor. P.I. (8)	per	gr.	0 1	1 7
108	500 mls	Ext. casc. sagr. liq. ...	—	3 6	1 1	0 2
48	500 mls	Ext. malti liq. ...	5 5	1 7	0 5½	—
159	100 mls	Ext. senegæ liq. ...	—	—	6 9	1 0
102	2 kilos	Gelatum alumin. hydrox., B.P.C.	2 11	0 10	0 3	—
90	500 mls	Glycer. ichthammol., B.P.C. ...	—	2 11	0 10½	0 1½
92	250 mls	Glycer. pepsin., B.P.C. '49 ...	—	5 11	1 9	0 3
56	500 mls	Inf. aurantii conc., B.P.C. ...	—	1 10	0 6½	0 1
108	500 mls	Inf. buchu conc., B.P.C. ...	—	3 6	1 1	0 2
46	500 mls	Inf. gentianæ co. conc. ...	—	1 6	0 5½	0 1
264	500 mls	Inf. senegæ conc., B.P.C. ...	—	—	2 7	0 5
50	500 mls	Inf. valerianæ conc., B.P.C. ...	—	1 7	0 6	0 1
304	2 litres	Linct. codein., B.P.C. P.I. (13)	—	2 5	0 9	0 1½
78	500 mls	Linct. diamorph., B.P.C. D.D. ...	—	2 6	0 9	0 1½
88	500 mls	Lin. aconit. belladon. et chloroform., B.P.C.	—	2 10	0 10½	0 1½
198	2 litres	Lin. camph. ...	—	1 7	0 6	0 1
202	2 litres	Lin. methyl. salicyl., B.P.C. ...	—	1 8	0 6	0 1
34	500 mls	Lin. saponis meth. ...	3 10	1 1	0 4	—
42	500 mls	Liq. ammon. acet. fort. ...	—	1 4	0 5	—
97	500 mls	Liq. iodi mit. ...	—	3 1	0 11½	0 1½
69	100 mls	Liq. morph. hydrochlor. D.D. ...	—	—	3 0	0 5
42	500 mls	Liq. picis carb. meth. ...	4 9	1 4	0 5	—
90	500 mls	Liq. quin. ammon., B.P.C. ...	—	2 11	0 10½	0 1½
63	500 gm.	Magnes. trisilicas ...	—	2 0	0 7½	0 1
93	25 gm.	Menthol (natural) ...	—	—	—	1 11
126	500 mls	Ol. amygdalæ Ang. ...	—	4 1	1 3	0 2
141	25 gm.	Opium pulv. D.D. ...	—	—	—	2 10
132	2 litres	Oxymel scillæ, B.P.C. ...	—	1 1	0 4	0 1
68	1 lb.	Pasta mag. sulph. ...	8 6	2 5	0 8½	—
63	500 gm.	Potassii bromidum ...	—	2 0	0 7½	0 1
51	500 gm.	Potassii permanganas ...	—	1 8	0 6	0 1
40	25 gm.	Procain. hydrochlor. S.I. (4)	—	—	—	0 10
94	500 gm.	Pulv. cretæ aromat., B.P. '53 ...	—	3 0	0 11	0 1½
94	500 gm.	Pulv. tragacanth. co. ...	—	3 0	0 11	0 1½
82	25 gm.	Quinin. hydrochloridum ...	—	—	—	1 8
76	25 gm.	Quinin. sulphas ...	—	—	—	1 7
103	500 mls	Spt. aetheris nit., B.P.C. ...	—	3 4	1 0	0 1½
88	500 mls	Spt. ammoniæ aromaticus ...	—	2 10	0 10½	0 1½
92	500 mls	Spt. chloroformi ...	—	2 11	0 10½	0 1½
27	500 gm.	Sulphur præcipitatum ...	—	0 10½	0 3	—
85	500 mls	Syr. cocillanæ co., B.P.C. '49	—	—	—	—
356	2 litres	Syr. codein. phosph., B.P.C. P.I. (10 and 13)	—	2 9	0 10	0 1½
69	500 mls	Syr. ferri phosph. c. quin. et strych. P.I. (9 and 13)	—	2 10	0 10½	0 1½
190	2 litres	Syr. glycerophosph. co., B.P.C. P.I. (9 and 13)	—	2 3	0 8	0 1
42	500 mls	Syr. pruni scrot. P.I. (9)	—	1 7	0 5½	0 1
72	500 mls	Syr. ribis nig., B.P.C. ...	—	1 4	0 5	0 1
110	2 litres	Syr. tolutanus ...	—	2 4	0 8½	0 1
37	500 mls	Syr. zingiberis ...	—	0 11	0 3½	0 1
59	25 gm.	Theobromin. et sod. sal. ...	—	1 2	0 4½	0 1
177	100 mls	Tinct. aurantii ...	—	—	8 4	1 3
85	500 mls	Tinct. belladonnæ ... P.I. (9)	—	7 8	1 2	—
146	500 mls	Tinct. benzoin co. ...	—	2 9	0 10	0 1½
154	500 mls	Tinct. cardamomi arom. ...	—	4 8	1 5	0 2½
88	500 mls	Tinct. cardamomi co. ...	—	—	1 6	0 2½

Cost		Item	16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
94	500 mils	Tinct. catechu, B.P.C. ...	—	3 0	0 11	0 1½
88	500 mils	Tinct. chlorof. et morph., B.P.C. P.I. (9)	—	2 10	0 10½	0 1½
102	500 mils	Tinct. colchici ...	—	3 3	1 0	0 1½
208	500 mils	Tinct. ipecacuanhæ ...	—	6 8	2 0	0 3½
65	500 mils	Tinct. nuc. vomicæ P.I. (9)	—	2 1	0 7½	0 1
172	250 mils	Tinct. opii ...	—	11 0	3 4	0 6
71	500 mils	Ung. aquosum P.I. (9)	—	2 3	0 8½	0 1
102	500 mils	Tinct. rhei co. ...	—	3 3	1 0	0 2
60	500 mils	Tinct. stramonii ...	—	1 11	0 7	0 1
145	500 mils	Tinct. zingiberis fort. ...	—	4 8	1 5	0 2½
190	100 gm.	Tragacanthæ pulv. ...	—	—	8 0	1 2
39	500 gm.	Ung. aquosum ...	4 5	1 3	0 4½	—
58	500 gm.	Ung. emulsificans ...	—	1 10	0 7	0 1
120	1 kilo	Ung. hydrarg. ammon. P.I. (9)	—	1 11	0 7	0 1
380	2 kilos	Ung. methyl salicyl. ...	—	3 1	0 11	0 1½
133	500 gm.	Vap. menthol. et benzoin. (meth)., B.P.C.	—	4 3	1 4	0 2
Cost		Tablets, retail (in containers)			25	100
d.	per				s. d.	s. d.
28	100	Folic acid 5-mgm., B.P.C. ...			1 8	4 2
126	1000	Potass. bromid. gr. 5 ...			1 1	2 9
99	100	Quinin. bisulphat. gr. 5 ...			4 3	14 6

The bold letters and figures at left of dispensing price relate to the classification of poisons in The CHEMIST AND DRUGGIST Poisons Guide.

TELEVISION

Figures in the columns represent number of appearances of the product during the week.

March 5-11	London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster
Anadin ..	4	3	2	3	5	1	1	4	1
Andrews Liver Salt	1	1	—	—	—	—	—	1	—
AndreX ..	—	3	3	—	—	3	3	—	—
Anne French..	—	—	1	—	—	—	—	—	—
Askit powders ..	—	—	—	12	—	—	—	—	—
Bengers food..	—	—	—	—	1	—	—	—	—
Bonio ..	5	—	—	—	—	—	—	—	—
California syrup of figs ..	—	2	2	2	—	—	—	—	—
Coldrex ..	1	1	2	2	1	3	1	1	2
Dekrasil capsules ..	—	—	—	—	—	—	3	—	—
Delrosa ..	4	2	1	4	—	—	—	—	1
Dristan ..	—	1	1	—	—	—	—	—	—
Ellimans Universal embrocation ..	1	1	1	1	1	—	1	1	—
Haze aerosol ..	—	1	—	—	—	—	—	—	—
Horlicks ..	2	2	2	1	2	2	2	1	1
Imperial Leather soap ..	2	4	3	5	2	2	4	3	3
Iodised Balmosa ..	—	—	1	—	—	—	—	—	—
Klecnex ..	4	3	3	2	2	3	2	5	3
Loxene medicated hair cream ..	2	2	2	2	2	2	2	2	2
shampoo..	2	3	2	2	3	3	3	2	—
Milk of Magnesia tablets..	1	—	—	1	1	1	1	—	—
Panets ..	3	—	—	—	—	—	—	—	7
Penetrol inhalant ..	—	1	1	—	—	—	—	—	—
Pepsodent tooth-paste ..	2	2	2	2	2	2	2	2	2
Phillips tonic yeast ..	—	—	—	—	—	1	—	—	—
Phillips tooth-paste..	—	—	—	—	—	—	—	—	5
Poppct solid detergent ..	—	2	—	—	—	2	—	2	—
Rennies ..	2	—	1	1	—	—	1	—	—
Rimmel "beauty on a budget" ..	—	—	1	1	—	1	—	1	—
Rinstead pastilles ..	2	1	1	1	—	—	1	—	—
SqEzy ..	3	4	4	3	3	3	3	3	3
Steradent ..	2	1	2	2	2	—	2	2	2
Topcat ..	—	—	2	—	5	—	—	—	—
Topdog ..	—	—	—	—	—	5	—	—	—
Velouty ..	2	—	—	—	—	—	—	—	—
Virol ..	3	2	4	—	—	—	—	—	—
Vykmin ..	1	1	1	—	1	1	1	1	1
Warrick smokers' cough pastilles ..	—	—	—	—	—	4	—	—	—
Winspray ..	—	—	—	—	—	1	—	—	—

PRINT AND PUBLICITY

PRESS ADVERTISING

GOYA. 161 New Bond Street, London, W.1: Spray Set. In *Daily Mirror*, women's magazines. Until November.

MAX FACTOR, HOLLYWOOD & LONDON (SALES), LTD., 16 Old Bond Street, London, W.1: Creme Puff. In *Woman's Illustrated*, *Woman's Own*, *Woman's Realm*; Eye make-up. In *Woman's Mirror*, *Bliss*; Hand Cream. In *Woman*; Lipstick. In *Woman's Day*, *Woman*, *Woman's Illustrated*, *Woman's Mirror*, *Vanity Fair*, *Vogue*.

MEGGESON & CO., LTD., Llewellyn Street, London, S.E.16: Dex pastilles. In *Daily Express*, *Daily Mirror*, *Daily Mail*.

RAPIDOL, LTD., 27 Dover Street, London, W.1: Inecto Hair Magic. In *Daily Mirror*, *Woman*, *Woman's Own*, *Woman's Mirror*, *Woman's Realm*, *Woman's Illustrated*, *Woman's Day*, *Housewife*, *Good Housekeeping*, *Vanity Fair*, *Everywoman*, *She*, *Modern Woman*, *Woman's Journal*, *Argus Women's Group*, *Woman & Beauty*, *Hair Fashion*.



"PRESTIGE" DISPLAY UNIT: A new displaypiece available from Andre Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, is gold-finished, with transparent-plastic front "dispenser unit." It measures 12 x 12½ in. and holds 3 doz. assorted colours of bubble-bath sachets and the dimple-bottle bubble bath. The stand is available free with minimum opening order.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Tuesday, February 28

BRIGHTON TECHNICAL COLLEGE SCHOOL OF PHARMACY, main hall, Richmond Terrace, Brighton, 7, at 7 p.m. Mr. H. D. H. Womack (Shell Chemical Co., Ltd.) on "Disease and Pest Control in Horticulture." Second of six lectures.

PHYSICAL METHODS GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, Cuthbert Wallace lecture room, Royal College of Surgeons of England, Lincoln's Inn Fields, London, W.C.2, at 6 p.m. "Physical Methods of Analysis used in Medical Research."

PLYMOUTH AND DEVONPORT TECHNICAL COLLEGE PHARMACY STUDENTS' ASSOCIATION, Y.M.C.A., Cobourg Street, Plymouth, at 7.30 p.m. Film show.

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Royal Victoria hotel, Sheffield, at 8 p.m. Dr. C. A. S. Hamilton on "Round and About Britain" (illustrated).

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION AND WANDSWORTH DIVISION, BRITISH MEDICAL ASSOCIATION, Berkeley Rooms, Upper Richmond Road, London, S.W.15, at 8.30 p.m. Dr. Harvey Flack (editor, *Family Doctor*) on "Telling the Public about Medicine."

Wednesday, March 1

CAMBRIDGE AND HUNTINGDON BRANCH, PHARMACEUTICAL SOCIETY, Mathew's café, Trinity Street, Cambridge, at 8 p.m. "Discussion on Arrangements for Extension Courses for Pharmacists." Opened by Dr. K. R. Capper.

LIVERPOOL CHEMISTS' ASSOCIATION AND BRANCH, Adelphi hotel, Liverpool, at 6.45 p.m. Annual dinner and dance.

NEWCASTLE AND NORTHUMBERLAND BRANCH, PHARMACEUTICAL SOCIETY, Old Assembly Rooms, Newcastle-on-Tyne, at 7.30 p.m. Annual dinner and dance.

Thursday, March 2

BIRMINGHAM COLLEGE OF ADVANCED TECHNOLOGY, DEPARTMENT OF PHARMACY AND BIOLOGY, Gosta Green, Birmingham, 4, at 7.45 p.m. Dr. B. A. Callingham on "Pharmacology and Therapeutics." First of ten lectures.

GUILDFORD BRANCH, PHARMACEUTICAL SOCIETY, Prince of Wales hotel, Guildford, at 7.30 p.m. "Home Movies" arranged by Kodak, Ltd.

NORWICH BRANCH, PHARMACEUTICAL SOCIETY, Assembly House, Theatre Street, Norwich, at 7.30 p.m. Annual dinner and dance.

SOCIETY FOR ANALYTICAL CHEMISTRY, Western and Bristol and District sections, Technical College, Brunswick Road, Gloucester, at 7.30 p.m. Joint meeting. Mr. E. Minshall on "Titrations in Non-aqueous Media."

TUNBRIDGE WELLS BRANCH, PHARMACEUTICAL SOCIETY, board room, Kent and Sussex Hospital, Mount Ephraim, Tunbridge Wells, at 7.45 p.m. Mr. H. W. Pratley on "An Hour with Medical Books of the last Five Centuries."

WEST HAM ASSOCIATION OF PHARMACISTS, Baronial hall, Colonial House, Mincing Lane, London, E.C.3, at 6 p.m. Annual dinner and dance.

Friday, March 3

MERSEYSIDE BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, 2 Bluecoat Chambers, School Lane, Liverpool, 1, at 7.45 p.m. Dr. T. L. Begg (senior medical officer (mental health) Liverpool) on "Modern Treatments in Mental Health."

SOCIETY FOR ANALYTICAL CHEMISTRY, meeting room, Royal Society, Burlington House, Piccadilly, London, W.1, at 2.15 p.m. Annual meeting. Mr. R. C. Chirnside (retiring president) on "The Enlargement of Horizons in Analytical Chemistry."

Saturday, March 4

ROYAL INSTITUTE OF CHEMISTRY AND SOCIETY OF CHEMICAL INDUSTRY, LONDON SECTIONS, Caxton hall, Caxton Street, Westminster, London, S.W.1, at 7.30 p.m. Buffet dance.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," January 25
For cameras and parts and fittings, lenses, etc. (9)
TOPCOR, 786,202, by Tokyo Kogaku Kikai,
K.K., Tokyo, Japan.

For photographic apparatus (9)

IRIDIA, B803,973, by Ferraniz S.p.A., Milan,
Italy.

For cinematographic cameras and parts and fit-
tings (9)

MAX, B807,344, by Mayfair Photographic Sup-
pliers, London, N.W.3.

For surgical and dental instruments and apparatus
(10)

Device with word SURDENT, 804,541, by
Surdent Manufacturing Co., Ltd., London,
N.17.

From the "Trade Marks Journal," February 1
For polyethylene glycols and methoxy polyethy-
lene glycols (1)

CARBOWAX, 779,381, by Union Carbide
Corporation, New York, 17, U.S.A.

For synthetic aromatic compounds for use in
industry (1)

FRAGAROMA, 807,439, by May & Baker,
Ltd., Dagenham, Essex.

For aromatic chemical preparations for industrial
use (1)

PEROMA, VERITONE, 807,441-42, by May
& Baker, Ltd., Dagenham, Essex.

For salt for use in agriculture and horticulture (1)

BEIROX, 809,664, by Imperial Chemical In-
dustries, Ltd., London, S.W.1.

For sensitised materials for use in photography
and radiography (1)

VELOX, 811,147, by Kodak, Ltd., London,
W.C.2.

For emulsifying agents being chemical products
for use in the course of manufacture (1)

RIVALLO, 811,623, by Advita, Ltd., London,
E.C.4.

For non-medicated toilet preparations and cos-
metics; non-medicated protective tanning lotions,
brilliantine, tonic preparations for the hair, hair
lotions and preparations for the hair for applica-
tion by spraying; toilet shampoos, dentifrices;
essential oils and toilet articles (3)

REVLON SUN BATH, 798,568, by Revlon,
Inc., New York, U.S.A.

For non-saponaceous detergents and polishes all
for domestic use (3)

GAYTIME, 803,519, by English Waxes, Ltd.,
Stafford.

For toilet preparations and toilet emulsions, all
being in the nature of creams (3)

CREME-CONDI, B806,097, by Jabley, Ltd.,
London, N.8.

For non-medicated toilet preparations (3)

ARC, 806,191, by County Laboratories, Ltd.,
Brentford, Middlesex.

For cleaning, polishing and abrasive preparations;
and soaps, perfumes, fruit essences (essential oils),
cosmetics, non-medicated toilet preparations, hair
lotions and dentifrices (3)

Device with word FRUTAL, 806,297, by
Polak's Frutal Werken N.V., Amersfoort, Hol-
land.

For perfumes, toilet preparations (not medicated),
cosmetic preparations, dentifrices, depilatory pre-
parations, toilet articles (not included in other
classes), sachets for use in waving the hair, soaps
and essential oils (3)

HAMOLSWISS, 807,471, VITAMOLSWISS,
807,473, by Inter-Hamol, S.A., Zurich, Swit-
zerland.

For dentifrices (3)

PEPI, B809,082, by County Laboratories, Ltd.,
Brentford, Middlesex.

For perfumes, toilet preparations (not medicated),
cosmetic preparations, dentifrices, depilatory pre-
parations, sachets for use in waving the hair,
soaps and essential oils (3)

MANOR, 809,356, by County Laboratories,
Ltd., Brentford, Middlesex.

For perfumes, toilet preparations, cosmetic pre-
parations, dentifrices, depilatory preparations,
toilet articles (not included in other classes), and
sachets for use in waving the hair (3)

SPRITE, 809,362, by County Laboratories, Ltd.,
Brentford, Middlesex.

For perfumes, toilet preparations, cosmetic pre-

parations, dentifrices, depilatory preparations,
toilet articles (not included in other classes), soaps
and essential oils (3)

GOLIATH, 810,417, by County Laboratories,
Ltd., Brentford, Middlesex.

For perfumes, toilet preparations, cosmetic pre-
parations, dentifrices, depilatory preparations,
toilet articles, sachets for use in waving the hair,
soaps and essential oils (3)

BRASS TACKS, 810,528, by County Labora-
tories, Ltd., Brentford, Middlesex.

For all goods (3)

NAHON, B811,273, by Sidney Nahon, Tangier,
Morocco. MANWELL, 811,701, by County
Laboratories, Ltd., Brentford, Middlesex.
CHORUS, 812,824, by Lever Bros., Port Sun-
light, Ltd., Port Sunlight, Ches.

For cleaning, polishing and scouring preparations,
detergents (not for use in industrial and manufac-
turing processes), soaps, and substances for laun-
dry use (3)

SAMELOY, 811,717, by Milloy Products, Edg-
ware, Middlesex.

For perfumes, perfumed colognes in liquid and
solid form, bath cubes, bath salts, shampoos,
dusting powder, talcum powder, preparations in
spray form for the hair and toilet soaps (3)

FRENZY, 812,051, by Goya, Ltd., London,
W.1.

For perfumes, toilet preparations (not medicated),
cosmetic preparations, dentifrices, depilatory pre-
parations, toilet articles (not included in other
classes), sachets for use in waving the hair, soaps
and essential oils (3)

FOBA, 812,818, by Cussons Sons & Co., Ltd.,
Kersal, Manchester, 7.

For cleaning preparations (3)

TOFF, 812,900, by J. Goddard & Sons, Ltd.,
Leicester.

For pharmaceutical preparations in the form of
small tablets or pellets, for use in the treatment
of throat and chest complaints (5)

TUSSOIDS, 799,224, by Modkem, Ltd., Leices-
ter.

For infants' and invalids' foods, being goods for
sale in the United Kingdom otherwise than for
export (5)

ROBREX, 803,127, by I. & J. Colman, Ltd.,
Norwich.

For all goods (5)

DIRAGESIC, 804,748, by American Cyanamid
Co., New York, U.S.A. DOVECORTAN,
805,884, SEDUNIL, 809,314, by C. H. Boech-
ringer Sohn, Ingelheim on Rhine 22b, Ger-
many. SKAPIDAR, 807,461, by André Sal-
manoff, Paris, France. SERENEL, B808,140,
by Bristol-Myers Co., New York, U.S.A.

HYFACTO, 812,577, by Ashe Laboratories,
Ltd., Leatherhead, Surrey.

For pharmaceutical preparations and substances
for human and veterinary use, all for sale in the
United Kingdom (5)

MIGRALGIN, 805,190, by Winthrop Group,
Ltd., Surbiton, Surrey.

For disinfectants (5)

IORSEPTIC, B805,942, by London Oil Re-
fining Co., Ltd., London, S.E.15.

For agricultural and horticultural fungicides (5)

TROSAN, 806,553, by May & Baker, Ltd.,
Dagenham, Essex.

For pharmaceutical preparations for use in the
treatment of the skin (5)

PRIODERM, 806,598, by Priory Laboratories,
Ltd., West Drayton, Middlesex.

For chewing gum, being medicated confectionery
(5)

FENDENT, 807,574, by Horlicks, Ltd., Slough,
Bucks.

For medicated substances, medicines, sanitary
chemical substances, and drugs for pharmaceutical
purposes (5)

BRALIUM, 808,133, by Hefa, G.m.b.H.,
Chemisch-Pharmazeutische Fabrik, Werne on
the Lippe, Germany.

For deodorisers, insecticides and sanitary sub-
stances (5)

ODEX, 808,251, by Odex, Ltd., Ellesmere
Port, Ches.

For pharmaceutical preparations for use by women
(5)

GYNOMIN, GYNOMEX, 808,336-37, by

Coates & Cooper, Ltd., West Drayton, Middle-
sex.

For insecticides, fungicides, herbicides and weea
killing preparations (5)

REGLEX, 808,824, by Plant Protection, Ltd
London, S.W.1, and Yalding, Kent.

For insecticides, veterinary and sanitary sub-
stances; disinfectants; preparations for killing
weeds and destroying vermin (5)

PENTAGON, 809,108, by David Joseph Scott
Roberts, Birkenhead, Ches.

For pharmaceutical preparations and substances
all containing senna (5)

SENNASAN, 809,592, by Oppenheimer So
& Co., Ltd., London, S.W.9.

For pharmaceutical preparations and substance
(5)

APPEGIN, 810,036, by James Hart (Chemists)
Ltd., Bolton, Lancs. JUVESAN, 812,211, by
Diva Laboratorium A.G., Zurich 37, Switzer-
land. LIXABON, 812,730, by Anglo-French
Pharmacals, Ltd., London, W.C.1.

For disinfectants, antiseptics, deodorants and
sanitary preparations and substances (5)

SANICAIR, 810,957, by F. W. Hampshire &
Co., Ltd., Derby.

For razor blades, etc. (8)

INEA, 801,607, by J. N. Eberle & Cie
G.m.b.H., Augsburg 2, Germany.

For electric shavers and parts (8)

GLIDEMASTER, 810,327, by Sunbeam Corpora-
tion, Chicago 50, Illinois, U.S.A.

For cameras (9)

Device with letter T, 786,205, by Toyko Kog-
aku Kikai, K.K., Tokyo, Japan.

For photographic and cinematographic cameras
photographic and cinematographic projectors; en-
largers, lens hoods and filter holders, holders for
light meters, light meters, tripods, range-finders,
and electronic and capacitor flashguns, all for
photographic purposes (9)

FANTAX, 809,319, by J. J. Silber, Ltd., Lon-
don, W.C.1.

For photographic and cinematographic apparatus
and instruments, and parts and fittings; and lenses
(9)

AGOLAR, 811,083, by Agfa A.G., Leverkusen-
Bayerwerk, Germany.

For all goods made of rubber or of imitation
rubber (10)

Device, B797,421, by Firma Rimbacher Gummi-
waren-Fabrik, G.m.b.H., Odenwald, Germany.

For all goods (10)

RIKER, B798,266, by Riker Laboratories, Ltd.,
Loughborough, Leics. SABRE, SCIMITAR,
812,117-18, by Gillette Industries, Ltd., Isle-
worth, Middlesex.

For combs, sponges and brushes (21)

KOOKIE, 811,484, by Walter Tuckwell &
Associates, Ltd., London, W.1.

From the "Trade Marks Journal," February 8

For enzymes being bio-chemical substances for
use in restoring flavour in foodstuffs (1)

FLAVORESE, B802,551, by Evans Chemicals,
Ltd., Borcham Wood, Herts.

For chemical products for use in photography,
and sensitised photographic materials (1)

ANCOR, 803,609, by Ancor Colourprint Lab-
oratories, Ltd., London, W.C.1.

For dentifrices (3)

HEXADENT, 809,079, POLAR, 810,530, by
County Laboratories, Ltd., Brentford, Middle-
sex.

For perfumes, toilet preparations, cosmetic pre-
parations, dentifrices, depilatory preparations, toi-
let articles (not included in other classes), sachets
for use in waving the hair, and essential oils (3)

FLOAT, 809,353, by County Laboratories, Ltd.,
Brentford, Middlesex.

For perfumes, toilet preparations, cosmetic pre-
parations, dentifrices, depilatory preparations,
soaps and essential oils (3)

CONTESSA, 809,351, by County Laboratories,
Ltd., Brentford, Middlesex.

For barrier creams, being non-medicated toilet
preparations for application to the skin as a
barrier against dirt, and for cleansing purposes
(3)

DEBBA, 812,256, by Deb Chemical Proprie-
taries, Ltd., Bolper, Derby.

LOOK! ROBINSON'S GREAT SPRING BONUS



13 for 12

on Lemon and Orange Barley, Whole Grapefruit, Orange Squash and Lemon Squash (Squashes 2/6d. from February 27th)

14 for 12

on Trio, Orange Smash and Lemon Smash

Don't miss this chance for extra business—ask your Colman representative or wholesaler for full particulars, and place your order right away.

plus heaviest ever advertising support

J. & J. COLMAN LTD., CARROW WORKS, NORWICH

CVS-212

A

The new all-purpose skin cream- **NULIS**; *successfully tested, attractively priced, is being launched with a special bonus*

Nulis is a new, all-purpose skin cream which has been specially prepared to protect and flatter sensitive skins. It is less greasy than other skin creams, attractively scented, and delicate pink in colour. Nulis is a cream which you can recommend to your customers with every confidence.

Pre-launching tests

Nulis was thoroughly tested in the Midlands. Chemists found many women preferred it to similar products on the market, and that repeat sales followed promptly. A big factor in Nulis' sales success will be the competitive price—1/7d. for a large tin.

Powerful launching campaign for press and T.V.

Nulis will be introduced to the public by full colour pages in Woman's Own, Woman's Illustrated, Woman's Realm, Woman's Mirror, Woman's Weekly and Honey, supported by large black and white advertisements in these magazines and in the Daily Mirror throughout the year. This will reach an estimated 80% of the female population! On Television, an exciting 30 second commercial will back up the press campaign on the London,

Midlands, North, Scotland, Wales and West, South and East Anglian stations.

Nulis is packed in neat display cartons of one dozen, and there is a wide variety of attractive, high quality display material.

Profit margin—42% Until May 20th 1961, every dozen tins of Nulis you order will be invoiced to you at the cost of eleven. This launching bonus, in addition to our normal best terms, brings the total profit margin up to 42%-6d. per tin!

RECKITT & SONS LTD., HULL & LONDON



MEDICALS

OVAL TABLETS

RECTANGULAR TABLETS

VIALS

RIBBED OVALS

EMERALD POISONS

DROPPERS

EMULSIONS

JARS

PANELS

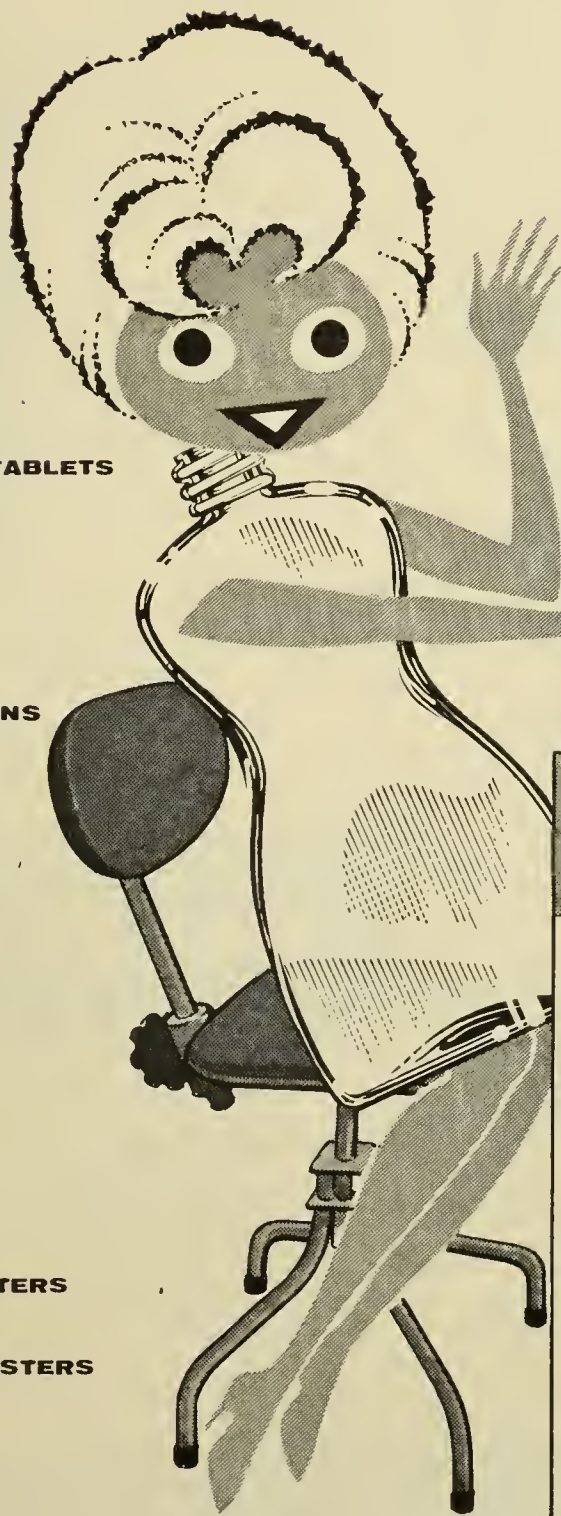
OLIVE OILS

TOILETS

PLAIN WINCHESTERS

POISON WINCHESTERS

POWDERS



Miss Beatson's VITAL STATISTICS

A few facts about
Beatson, Clark which you may
care to think over when
you next order bottles:

210 years' experience of
glass manufacture.

Hundreds of standard
lines stocked.

Millions of containers
made each week.

Bottles for busy chemists...

BEATSON

BEATSON, CLARK & CO. LTD.

Glass Bottle Manufacturers since 1751

ROTHERHAM · YORKSHIRE · Telephone: Rotherham 3188

Millions of men and
women know that it's
KAY'S
for coughs

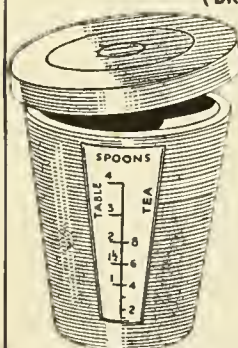
* feature Kay's display material
prominently on your counter

KAY'S LINSEED COMPOUND



All enquiries to :—
Meltonian Wren Ltd. • Greatham Rd. • Watford

AMBYTHENE (BRAND OF POLYTHENE)



MEDICINE MEASURES

UNBREAKABLE—ACCURATE

with or without close fitting lids
obtainable from usual distribu-
tors at 12/1 dozen with lids or
8/9 dozen without lids.

Wholesalers' supplies
obtainable direct from

AMPLEX APPLIANCES (KENT) LTD.
19 DARTMOUTH ROAD, HAYES, BROMLEY, KENT
(RAYNESBOURNE 5531)

A NEW ALL-PURPOSE PERSONAL WEIGHING MACHINE

For Babies—Children—Adults

No Loose Weights—Capacity 20 stone x 1 oz.

These machines are manufactured in our
Works at Edmonton, London, N.18.

They have been specially
designed for Chemists' shops
where space is limited.

Strongly constructed of Cast
Iron—white enamelled with
tare bar to balance off the
Baby Basket.

Will give extremely accurate
weighing service and comply
with local Weights and
Measures Bye-laws.

Obtainable from your usual
wholesaler or direct from the
makers.

Hire Purchase Terms are
available.



Please send for illustrated Brochures

HERBERT & SONS LIMITED

Sales Offices: 6/7 WEST SMITHFIELD, LONDON, E.C.1

Telephone: CITY 7011

212 REGENT ROAD, SALFORD, LANCs.

Telephone: Trafford Park 1787

BURROUGH'S

**S.V.R. DOUBLY
RECTIFIED**

JAMES BURROUGH LTD.,
1 CALLE DISTILLERY LONDON S.E.11

CHEMIST'S DICTIONARY OF MEDICAL TERMS 7th Edition

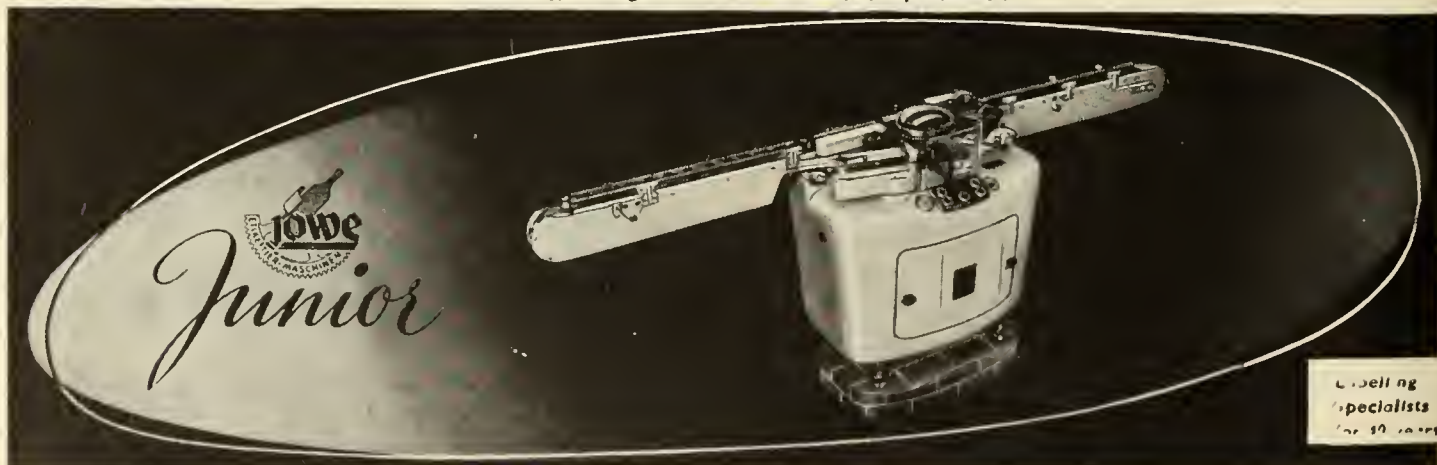
Prepared primarily for pharmacists, the Dictionary is indis-
pensable also for pharmaceutical manufacturers, advertising
agents concerned with the marketing of medicinal products
and indeed all who have to find their way around among
the multifarious medicinal compounds of modern times.
Order direct from.

PRICE 17/6. Postage 9d.

THE CHEMIST & DRUGGIST

28 ESSEX STREET STRAND, LONDON, W.C.2

★ Labels containers of 15 to 70 mm. in diameter ★ Capacity 2000–7200 per hour, infinitely variable ★ Unlubricated bearings, requires little
attention ★ Dating device. Bottle counter. Speedometer



JOHANN WEISS

BERLIN N 65

GERICHTSTR. 12/13
TELEX 018 3676

INDEX TO ADVERTISERS

Alfa Laval, Ltd.	26	Cuxson, Gerrard & Co., Ltd.	6
Allcn, Stafford, & Sons, Ltd.	9	Dabitoft Co., Ltd.	51
Amplex Appliances (Kent), Ltd.	4	Dale, John, Ltd.	28
Associated Products (England), Ltd.	49	Dendron Distributors, Ltd.	8
Barnett & Foster, Ltd.	7	Distillers Co. (Biochemicals), Ltd.	54
Banister Street Works, Ltd., The	22	Dixor, Ltd.	48
Beatson, Clark & Co., Ltd.	3	Domestos, Ltd.	55
Beecham Pharmaceuticals, Ltd.	21	Dr. Wernets Powder	64
Bengue & Co., Ltd.	Cover iii	Energen Foods Co., Ltd.	41
Berk, F. W., & Co., Ltd.	31	Franks, Alfred, & Bartlett, Ltd.	Centre Inset
Box, W. H.	67	Fulford, C. E., Ltd.	5
British Drug Houses, Ltd., The	47	George, Ernest J., & Co.	Classified Section
British Dyewood Co., Ltd.	46	Golden, Ltd.	16, 17
British Felsol Co., Ltd.	Cover iv	Goodman, George, Ltd.	57
Brook, Parker & Co., Ltd.	20	H. & A. Manufacturing Co., Ltd.	44
Brown, N. C., Ltd.	22	Hamburger, M., & Sons, Ltd.	67
Burrough, James, Ltd.	4	Haffenden, W. W., Ltd.	61
Burroughs Wellcome & Co.	Price List Sup., Page 1	Herbert & Sons, Ltd.	4
Burson Elastic Stockings	48	Hygienic Drinking Straws Co., Ltd.	40
Cannon Rubber Manufacturers, Ltd.	52	Ideal Capsules, Ltd.	23
Cartwright, W. B., Ltd.	53	Ilon Laboratories	44
Colby Products, Ltd.	46	International Bottle Co., Ltd., The	27
Colman, J. & J., Ltd.	1		
Coltmo, Ltd.	40		
Cox, Arthur H., & Co., Ltd.	Cover ii		

(continued overleaf)

C. E. Fulford Ltd. announce the following Price Revisions effective from February 10th 1961

Product	Size	New Retail Price	Wholesale List Price Dozen	Purchase Tax Dozen
BILE BEANS	Small ...	1/-	7/6	1/10½
"	Medium ...	2/-	15/-	3/9
"	Large ...	4/3	32/-	8/-
"	(Contains 84 twists)	4 twists for 6d.	64/-	16/-
ZAM-BUK OINTMENT	...	1/4	10/-	2/6
"	...	2/-	15/-	3/9
"	...	4/9	36/-	9/-
"	...	8/-	61/8	15/5
ZAM-BUK SUPPOSITORIES	...	2/6	18/10	4/8½
ZAMCONES	...	3/9	28/4	7/1
ZAM-BUK CREAM	...	3/3	24/8	6/2
PEPS (Tubes)	...	1/3	9/5	2/4½
" (Tins)	...	2/3	17/-	4/3
VEN-YUSA	...	3/-	19/-	9/6
KUTNOWS	...	4/3	32/-	8/-
GUY'S TONIC	...	3/-	22/8	5/8
GUY'S PASTILLES	...	3/-	22/8	5/8

Details of Best Direct Display Parcel Terms
are being mailed to all Chemists.

C. E. Fulford Ltd. Carlton Hill, Leeds, 2

INDEX (cont.)

Jeffreys, Miller & Co., Ltd.	68
Kay Brothers, Ltd.	4
Kearsley, C. G., Ltd.	62
Kellys, John (London), Ltd.	62
Lastonet Products, Ltd.	56
Laughton & Son, Ltd.	62
Lederle Laboratories, Ltd.	18, 19
Lilly, Eli, & Co., Ltd.	Front Cover
Lime Bank Products, Ltd.	20
Lloyd's Pharmaceuticals, Ltd.	42, 43
London Commercial Electrical Stores, Ltd.	44
Luralda, Ltd.	20
McEwen, Leonard, Ltd.	46
Manesty Machines, Ltd.	24
Merck Sharp & Dohme, Ltd.	Interleaved Edit., 195
Metal Box Co., Ltd.	12, 60
Monil, Ltd.	58
Newman Labelling Machines, Ltd.	29

Ormerod Engineers, Ltd.	29
Orridge & Company	Classified Section
Parke, Davis & Co.	32
Parker Packing Co., Ltd.	22
Peboc, Ltd.	44
Pfizer-Boehringer Sohn	Interleaved Edit., 196
Pfizer, Ltd.	14, 15
Philips Health Lamp, Ltd.	45
Powell Duffryn Carbon Products, Ltd.	30
Printar Industries, Ltd.	46
Rapidol Ltd.	39
Reckitt & Sons, Ltd.	2
Robinson & Sons, Ltd.	25
Robinson & Sons, Ltd. (Surgical Dressings)	39
Robinson Bros., Cork Growers, Ltd.	22
Searle, G. D., & Co., Ltd.	10, 11
Shell Chemical Co., Ltd.	50
Stafford-Miller, Ltd.	50
Surgical Equipment Supplies, Ltd.	50
Thermalux Electrical Products, Ltd.	50
Thermos, Ltd.	59
Thompson & Capper, Ltd.	13
Thornton & Ross, Ltd.	63
Weiss, Johann, Berlin	4
Whitmarley Displays, Ltd.	62



For SORE GUMS and MOUTH ULCERS ETC.

Dentists have written praising the virtues of this excellent product, and recommend it to their patients.

It presents a splendid opportunity to the pharmacist who appreciates the demand there is for this unique line.

PRICES

4oz. bottles Trade 18/- + 4/6 P.T. Doz.
Retail 2/8 Bottle (Minimum order 6.)
Bonus available.

A PRODUCT OF
Cuxson, Gerrard & Co. Ltd.
OLDBURY BIRMINGHAM

now is the time to stock up with

'NIAGARA'
Blackcurrant Drink

THE
BLACKCURRANT DRINK
IN THE
EYECATCHING
NEW PACK



Made from the finest blackcurrants and pure cane sugar, 'Niagara'—rich in Vitamin C—is the ideal health drink for both young and old. Make sure you have ample supplies, because 'Niagara' has 'year round' appeal. Display material available.

ORDER FROM YOUR WHOLESALER NOW!

PROCESSED BY



BARNETT & FOSTER LTD

Queensbridge Road, London, E.8.

Tel: CLIssold 7132

Head Office and Accounts: Niagara Works, Eagle Wharf Road, London, N.1

AP.130

Heard about **DENTINOX?** the new soothing rub for teething babies



Dentinox is an entirely new teething preparation. It quickly and safely relieves teething pains and inflammation. Parents everywhere will welcome Dentinox and powerful national advertising will see that they come to you for it—regularly! Advertising starts in April so now's the time to get ready for the demand—take advantage of the introductory bonus offer and get Dentinox in this telling, selling counter display from the word go. Remember over 750,000 new babies are born every year—proof that the potential for Dentinox is colossal!



INTRODUCTORY BONUS 12 FOR THE PRICE OF 11

Retail price £1.19.1 plus Purchase Tax

Cost £1. 3.7 plus Purchase Tax

Profit

15.6 per dozen

You make 1 $\frac{1}{3}$ d. profit on each bottle

Normal terms: Retail Price 3/9 a bottle

List Price 25/9 per dozen + P.T.

ORDER NOW—OFFER CLOSES MAR. 31ST

* Sole Distributors

DENDRON DISTRIBUTORS LTD., 94 RICKMANSWORTH ROAD, WATFORD, HERTS. Telephone WATFORD 29251

Natural Cold Pressed Almond Oil, a StaffordAllenS speciality. Pressed from high quality almonds without any chemical, water, or heat treatment at our works at Wharf Road.

For use in hand creams, cosmetics and for pharmaceutical use this natural vegetable oil cannot be surpassed. StaffordAllenS Almond Oil is shipped to most countries of the world. StaffordAllenS also press high quality Apricot Kernel Oil. Samples will gladly be sent on request.

STAFFORD ALLEN & SONS, LTD.
WHARF ROAD, LONDON, N.1

Tel: Clerkenwell 1000
Grams: Stafalens, Nordo, London



NATURAL
COLD-
PRESSED
ALMOND
OIL

StaffordAllenS

SEARLE

Dramamine



Everyone can
TRAVEL IN COMFORT

Dramamine

50mg

SAFE FOR CHILDREN

Dramamine
Dramamine
Dramamine

Dramamine
Dramamine
Dramamine

Dramamine
Dramamine
Dramamine

Dramamine
Dramamine
Dramamine

Dramamine
Dramamine
Dramamine

Dramamine
Dramamine
Dramamine

TRAVEL IN COMFORT
AIR · SEA · TRAIN · CAR

Dramamine

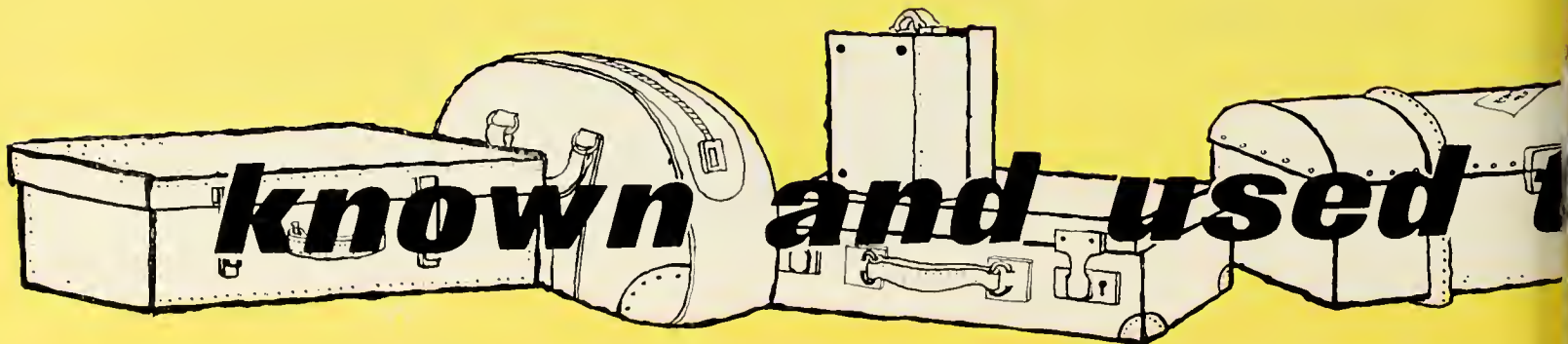
2/3

6 TABLETS

AIR · SEA · TRAIN · CAR

**INTRODUCTORY
BONUS
OFFER**

For a limited period only an
additional four free tubes of
DRAMAMINE are included in the
above display outer



known and used to



motion sickness

To stimulate your sales of
DRAMAMINE for motion sickness
we now offer you an attractive
counter display pack with special
introductory bonus terms

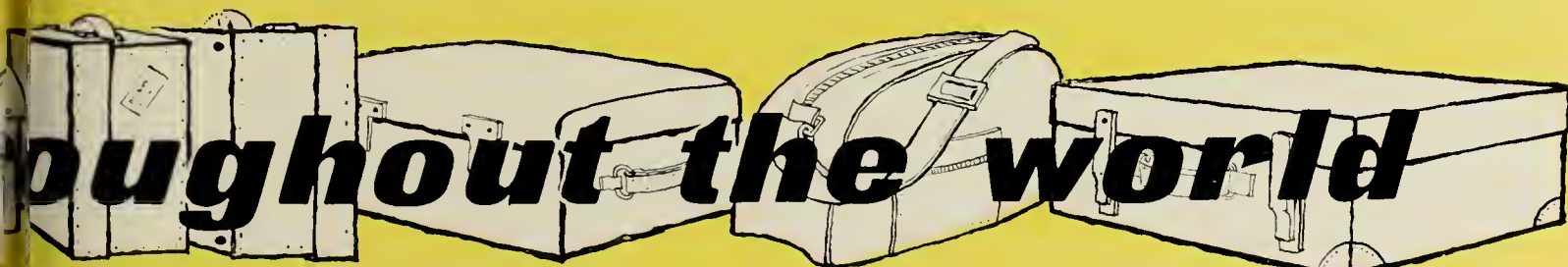
**CARTONS OF 28 TUBES
CHARGED TO YOU AS 24
EACH TUBE CONTAINS 6 TABLETS
RETAILING AT 2/3d.**

Your return . . . 63/-

You pay 36/-

YOUR PROFIT..27/-

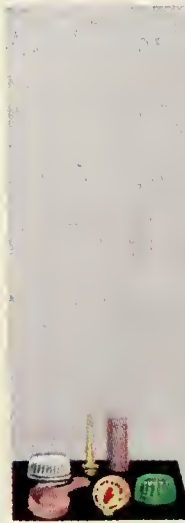
ORDER NOW FROM YOUR WHOLESALER



throughout the world

SEARLE

Plastic packaging by METAL BOX



P METAL BOX
PLASTICS GROUP
PLASTIC FILMS • LAMINATIONS • BOTTLES • MOULDED CONTAINERS

THE PLASTICS GROUP OF THE METAL BOX COMPANY LIMITED • 37 BAKER STREET • LONDON W.1 • HUNTER 5577

MB50/08

It will pay you to concentrate on

MOTHAKS



and MOTHAK AEROSOLS

**BIG SPACE
ADVERTISING**

**will tell
housewives
everywhere**

look for the name—

MOTHAKS —by the experts

THOMPSON & CAPPER LTD — LIVERPOOL



**MOTHAK
FLY KILLER**

3/9

Kills flies, wasps,
midges, spiders. Safe
near food.



**MOTHAK
AIR FRESHENER**

Springtime
fragrance
keeps house
fresh.

3/9

**MOTHAK
MOTH PROOFER**

For clothes, carpets
and furniture.



3/9

DELTACORTRIL* 'ENTERIC'

brand of prednisolone



puts the accent on safety

in rheumatoid arthritis

No substance has yet appeared that possesses demonstrable advantages over Deltacortril.

'For the ordinary patient these compounds [methylprednisolone, triamcinolone, dexamethasone] hold no real advantage over the well-tested delta steroids [Deltacortril] and they carry still partly unknown dangers.'¹

in erythrodermic psoriasis

'As triamcinolone causes the side-effects of post-prandial flushing, hirsuties, weight loss and myopathy, in addition to the more usual peptic ulceration and haemorrhage, it would seem safer to use prednisolone [Deltacortril] . . .'²

in chronic interstitial pneumonia

'Prednisolone [Deltacortril], given in 5-mg. doses either twice or three times a day, is at the present time the drug of choice . . .'³

REFERENCES

1. Kersley, G. D., *Practitioner*, 1960, 184, 60.
2. Sneddon, I. B., *Practitioner*, 1960, 185, 436.
3. Perry K. M. A., *Practitioner*, 1960, 185, 447.



SCIENCE FOR THE WORLD'S WELL-BEING

Pfizer Ltd · Sandwich · Kent

*Trade Mark

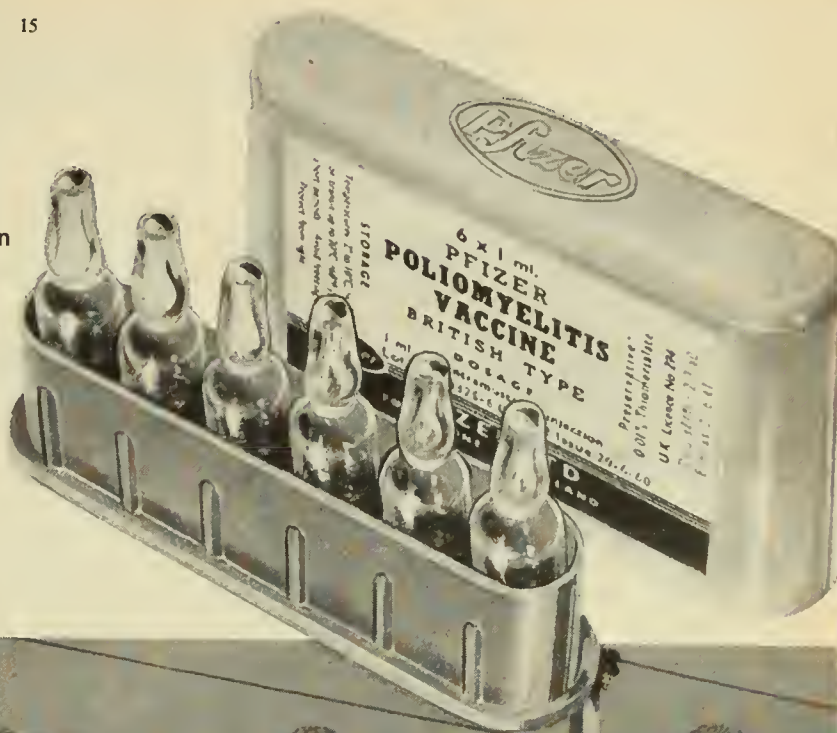
PF 186/11025

Since our first batch of Poliomyelitis Vaccine

was available in March 1959, Pfizer Ltd., has supplied

millions of doses to the Ministry of Health for distribution
throughout the United Kingdom.

Available in 1 ml. single dose ampoules,
6 x 1 ml. ampoules and
10 ml. multi-dose vials



PFIZER VACCINE PLANT · SANDWICH · KENT

PFIZER POLIOMYELITIS VACCINE *now on prescription*

SCIENCE FOR THE WORLD'S WELL-BEING
Pfizer Ltd · Sandwich · Kent

PF216/111-9

L'Oreal of Paris

launch a new revolutionary
shampoo-type hair colouring for
concealing GREY HAIRS

Color-Match

trade mark

an absolutely harmless liquid colouring
as easy to use as **Color-Glo**

trade mark

COLOR-MATCH colours grey hairs to match the rest of the hair—without changing its natural basic colour. It appeals to an entirely new market. It can double your hair colouring sales.

There are some eleven million women in the country with grey hairs in their head. The vast majority do not like them, and would jump at the opportunity of concealing them, if they could be assured of doing it easily, quickly, harmlessly, and without changing the natural basic colour of their hair.

Color-Match does all this. It is as easy to use and as effective in its specific way as successful Color-Glo.

The market for colourings to conceal grey hair has hitherto been retarded, because all really effective products have needed a skin test and have been complicated and difficult to carry out successfully. In addition they permanently change the colour of the hair, so that once having begun, a woman could not revert to her original colouring.

Color-Match overcomes all these

obstacles, it needs no skin test, is as simple to use as a shampoo, is semi-permanent, lasts through 6-8 shampoos, and leaves the hair in beautiful condition.

A self-lathering liquid, it colours the grey hairs to match the natural hair colour, without changing the basic shade of the hair. If the hair is dark brown it stays dark brown, if it is light brown it stays light brown, except that the grey hairs will have been coloured to match the shade of the rest of the hair.

Color-Match is certain to create an entirely new hair colouring market, from which you will earn big new profits. It has behind it the same brilliant research, the same marketing insight and sales know-how that have made Color-Glo the most successful and biggest-selling hair colouring in the country.



From L'OREAL OF PARIS makers of top-selling COLOR-GLO



Over 13,000,000 Women
to see this
COLOR-MATCH advertising

Nation-wide Campaign starts
March 15th in

WOMAN
WOMAN'S OWN
EVERYWOMAN
WOMAN & BEAUTY
MODERN WOMAN
SUNDAY EXPRESS

Make sure you have a complete range
of Color-Match shades before the
nation-wide advertising campaign begins

Your wholesaler has supplies or you can order direct from
GOLDEN LIMITED, 7, Grosvenor Street, London, W.1.

Available in six beautiful shades of brown

DARK BROWN
DARK WARM BROWN
MID-BROWN
MID-WARM BROWN
LIGHT BROWN
LIGHT GOLDEN BROWN

Retail Price 5/6 per bottle. Trade Price 33/- per doz.

Purchase Tax at 50% 16/6 per doz.

Retail Profit Margin 16/6 per doz.

Keep that Youthful Look
in Your Hair with
natural-as-natural Color-Match

by L'OREAL



Naturally colours-in those
Stray Grey Hairs
without changing your own colour

THIS IS FOR YOU, the lively beauty-conscious woman of today, who has zest and enthusiasm for life, and who wants to keep her looks as young as her personality.

COLOR-MATCH is a wonderful new product by L'Oreal of Paris—as quick and pleasant to use as a shampoo. It naturally colours-in those stray grey hairs, whether they are few or many, so they blend invisibly into the natural colour of your hair, without changing your personal hair colouring.

COLOR-MATCH is not a hair dye, but something entirely new and different, which actually adjusts its colour to suit your own individual hair colouring. If you have light brown hair you stay light brown, if you are medium brown you stay medium brown, if you are dark brown you stay dark brown. But what were grey hairs will now match in perfectly with the colour of the rest of your hair.

COLOR-MATCH won't rub off on pillows, hats or clothes, and is unaffected by rain or bathing. The effects last through 6-8 shampoos, so should you not want to go on using COLOR-MATCH, its effects will fade pleasantly and naturally, leaving your hair as it was before.

An absolutely natural result

Your closest friend will not know you have used COLOR-MATCH—so natural are the results. And COLOR-MATCH is completely harmless. Indeed, it is actually good for your hair, improving its condition, giving it shine and softness and making it wonderfully easy to manage. COLOR-MATCH does not in any way affect permanent waving.

*As quick and easy
as a shampoo!*



Color-Match is so simple to use. You just lather it on like a shampoo, leave 15 minutes, and rinse off.

You need not hesitate about concealing your grey hairs with COLOR-MATCH, it is so safe and easy to use, that if you can shampoo your hair you can use COLOR-MATCH. And COLOR-MATCH results never vary—always you will get that natural-as-natural look, and perfect matching-in of few or many grey hairs.

How to choose your shade of Color-Match
Choose the shade nearest your own hair colour. If in doubt, choose one shade lighter than your natural colour.

DARK BROWN	DARK WARM BROWN
MID-BROWN	MID-WARM BROWN
LIGHT BROWN	LIGHT GOLDEN BROWN

Color-Match
trade mark

"Matches-in" those stray grey hairs

Effects last through 6-8 shampoos



5/6 per bottle

A creation of L'OREAL-PARIS The World's Greatest Makers of Hair Beauty Products.

LEDERLE ANTIBIOTICS

.....

IMPORTANT PRICE REDUCTIONS

Lederle Laboratories Division of Cyanamid of Great Britain Limited announce that as from February 27, 1961, prices in the United Kingdom of pharmaceutical Aureomycin, Achromycin, Achromycin V, and Ledermycin—for all dosage forms—will be reduced by 12 per cent.

These reductions are expected to result in a total saving to the National Health Service of about £725,000 per annum, this being the fourth voluntary reduction of the Company's broad-spectrum antibiotics since 1951, and since their introduction in 1949 prices have been reduced by 34 per cent.



Details of the new price changes are given on the opposite page.

LEDERLE LABORATORIES

a division of

CYANAMID OF GREAT BRITAIN LTD. London W.C.2

Code No.		Old Trade	New Trade	New Retail
		£ s. d.	£ s. d.	£ s. d.
4766-11	Achromycin Capsules 50 mg. × 25	10 10	9 6	14 3
4766-23	" " " × 100	2 0 6	1 15 8	2 13 6
4768-07	" " 250 mg. × 16	1 9 0	1 5 6	1 18 3
4768-23	" " " × 100	8 14 2	7 13 4	11 10 0
4768-34	" " " × 1000	84 2 4	74 0 6	111 0 9
4776-52	Achromycin for Ear Solution	6 10	6 0	9 0
4772-94	Achromycin I/M. 100 mg.	5 2	4 6	6 9
4771-94	Achromycin I/V. 100 mg.	4 8	4 2	6 3
4771-95	" " 250 mg.	9 8	8 6	12 9
4771-96	" " 500 mg.	17 6	15 4	1 3 0
4779-56	Achromycin Ointment 3% $\frac{1}{2}$ oz.	4 6	4 0	6 0
4779-55	" " 3% 1 oz.	8 2	7 2	10 9
4780-54	" " 1% $6 \times \frac{1}{8}$ oz.	6 10	6 0	9 0
4805-32	Achromycin Ophthalmic Oil Suspension 1% ..	1 10	1 8	2 6
4775-55	Achromycin Ophthalmic Powder Sterilized ..	5 6	4 10	7 3
4782-16	Achromycin for Oral Suspension	10 10	9 6	14 3
4799-34	Achromycin Liquid Pediatric Drops	7 4	6 6	9 9
4786-23	Achromycin Soluble Tablets	2 0 6	1 15 8	2 13 6
4797-56	Achromycin Syrup 2 oz.	10 10	9 6	14 3
4797-65	" " 16 oz.	3 18 0	3 8 8	5 3 0
4751-11	Achromycin Tablets 50 mg. × 25	10 10	9 6	14 3
4751-23	" " " × 100	2 0 6	1 15 8	2 13 6
4753-07	" " 250 mg. × 16	1 9 0	1 5 6	1 18 3
4753-23	" " " × 100	8 14 2	7 13 4	11 10 0
4753-34	" " " × 1000	84 2 4	74 0 6	111 0 9
4791-11	Achromycin Troches 15 mg. × 25	4 2	3 8	5 6
4852-11	Achromycin V Capsules 50 mg. × 25	10 10	9 6	14 3
4852-23	" " " × 100	2 0 6	1 15 8	2 13 6
4850-07	" " 250 mg. × 16	1 9 0	1 5 6	1 18 3
4850-23	" " " × 100	8 14 2	7 13 4	11 10 0
4850-34	" " " × 1000	84 2 4	74 0 6	111 0 9
5410-56	Achromycin V Syrup 2 oz.	10 10	9 6	14 3
5410-65	" " 16 oz.	3 18 0	3 8 8	5 3 0
5400-34	Achromycin V Pediatric Drops	7 4	6 6	9 9
4425-11	Aureomycin Capsules 50 mg. × 25	10 10	9 6	14 3
4425-23	" " " × 100	2 0 6	1 15 8	2 13 6
4474-07	" " 250 mg. × 16	1 9 0	1 5 6	1 18 3
4474-23	" " " × 100	8 14 2	7 13 4	11 10 0
4474-34	" " " × 1000	84 2 4	74 0 6	111 0 9
4700-52	Aureomycin for Ear Solution	6 10	6 0	9 0
4426-56	Aureomycin Ointment 3% $\frac{1}{2}$ oz.	4 6	4 0	6 0
4426-55	" " 3% 1 oz.	8 2	7 2	10 9
4723-54	" " 1% $6 \times \frac{1}{8}$ oz.	6 10	6 0	9 0
4705-55	Aureomycin Ophthalmic Powder Sterilized ..	5 6	4 10	7 3
4443-23	Aureomycin Soluble Tablets 100's	2 0 6	1 15 8	2 13 6
4731-58	Aureomycin Syrup 4 oz.	1 1 8	19 0	1 8 6
4731-65	" " 16 oz.	3 18 0	3 8 8	5 3 0
4429-11	Aureomycin Troches 15 mg. × 25	4 2	3 8	5 6
9208-07	Ledermycin Capsules 150 mg. × 16	1 9 0	1 5 6	1 18 3
9208-23	" " " × 100	8 14 2	7 13 4	11 10 0
9208-34	" " " × 1000	84 2 4	74 0 6	111 0 9
9226-34	Ledermycin Drops	7 4	6 6	9 9
9231-56	Ledermycin Syrup 2 oz.	10 10	9 6	14 3
9231-65	" " 16 oz.	3 18 0	3 8 8	5 3 0

★ **Esbron** (REGD) ★ **MIXTURES & TROCHES**

for **COUGHS, COLDS, CHEST & THROAT AILMENTS**, also for **ASTHMA & BRONCHITIS**

MIXTURE (2/-) 13/-, (3/3) 21/- } PLUS P.T.
TROCHES (1/9) 9/2

If you are interested in our dealer and advertising scheme please write for full details.

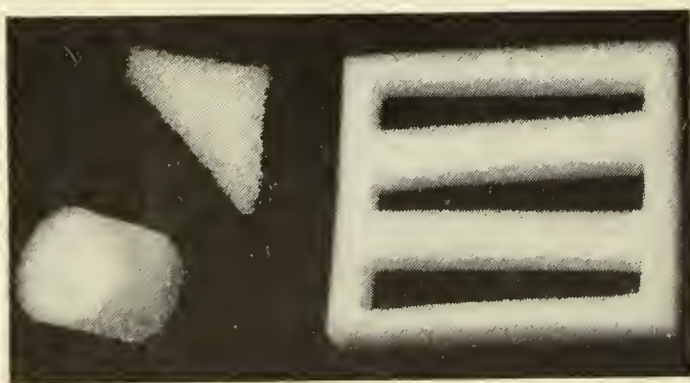
*Brook, Parker & Co.
Ltd.*

'ASHFIELD' BRADFORD 7

Tel. BRADFORD 32281 (5 lines)

'ANSAFONE' (24 Hours Service) BRADFORD 32285

Also at 314 DUKE STREET, GLASGOW E.1



for **TABLET PACKING** use
PLASTIC FOAM WADS
In Bottles, Tubes etc., and . . .
AMPOULE INSERTS

- FREE FROM MOISTURE ● HYGIENIC
- INEXPENSIVE ● IN ANY SIZE OR SHAPE

Full details from :—

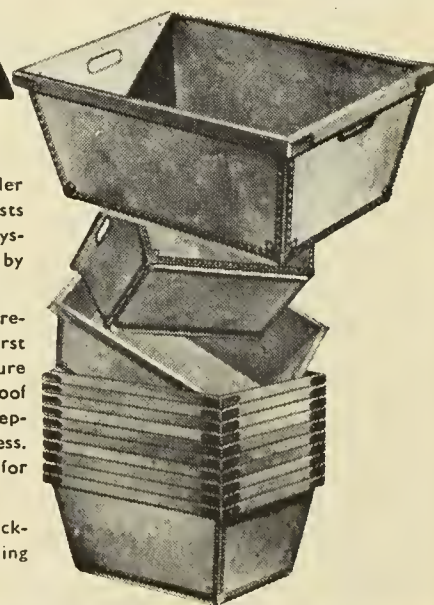
LIME BANK PRODUCTS LTD.
LIME BANK STREET WORKS, MANCHESTER 12
Telephone : ARDWICK 2814

CUT COSTS with **PLYFA** NESTING SKIPS

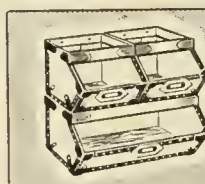
From wholesaler to retailer without repacking saves costs—now this well-proven system can be modernised by the **NEW PLYFA** skip.

Constructed from water-resistant plywood and first quality hardwood. Pressure assembled with rustproof steel strip ensuring exceptional rigidity and lightness. A contemporary design for modern conditions.

Especially suitable for stacking and mechanical handling systems.



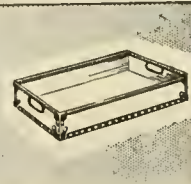
OTHER PLYFA CONTAINERS



Type BB



Type D



Type LI

Write for illustrated leaflet or ask our representative to call.

LURALDA LTD.

IBEX HOUSE, MINORIES, LONDON, E.C.3.

Tel. ROYal 1852

A NEW BEECHAM SALES-MAKER!

SAVE SPACE, SELL MORE, WITH THIS COMPACT COUNTER UNIT

Phensic, Beecham's Powders, Veno's—to pack these top-selling lines into an integrated counter-top display, Beecham offer you this completely new unit...



SAVE SPACE

Deep, narrow, tiered design uses minimum lateral space, achieves maximum display effect.

SELL MORE... Backed by truly massive TV advertising, sales of Beecham's Powders, Phensic and Veno's reach their peak round about now. By stacking the three under one display-head you make identification easier. Result — more sales!

HANDIER FOR YOU

From the new unit, customers can serve themselves. You save time and trouble.

Now's the time to get this new Beecham sales-maker. Talk to your Beecham Representative when he calls or write direct to:-

THE SALES MANAGER,
BEECHAM PHARMACEUTICALS LTD.,
ST. HELENS, LANCs.

STRIP PACKAGING

*A new Service for
manufacturers by*

PARKER PACKING

Latest addition to the packaging services of our six acre factories, in the heart of London, which include

**WEIGH FILLING
MIXING & SIFTING
HEAT SEALING**

**HAND PACKING
VOLUMETRIC
FILLING**

VICTORIA WHARF, GROVE STREET,
DEPTFORD, S.E.8 Tel. TIDeway 6511 (7 lines)



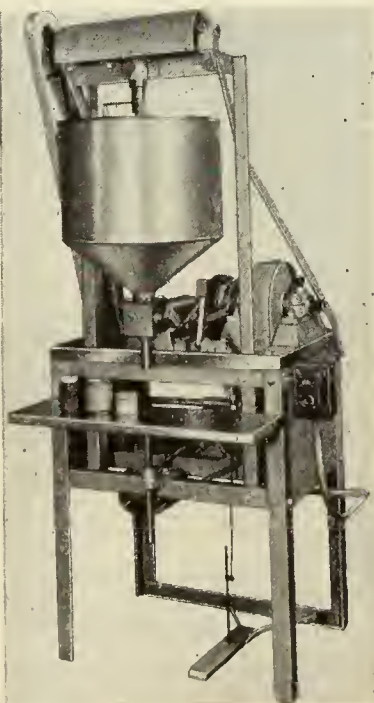
'CENTRAC' FILLERS

Registered Trade Mark

Hand - operated,
semi - automatic
and automatic ;
for filling pastes,
creams, semi-
fluids, etc.

No. 5 FILLING MACHINE

Semi-automatic
Filler for pots,
jars, tins, col-
lapsible tubes,
polythene bags
and containers,
shampoo sachets,
etc.



Sole Manufacturers :

The BANISTER STREET WORKS Ltd.

18a De Beauvoir Rd., London, N.1 Tel. CLIssold 0828



CORKS

PRESCRIPTION BOTTLES

require top grade cork
stoppers which permit no
leakage.

Chemists, who know
from experience, continu-
ally specify Robinson
Corks — the first class
quality never varies.

*Write for full details
and prices to:—*



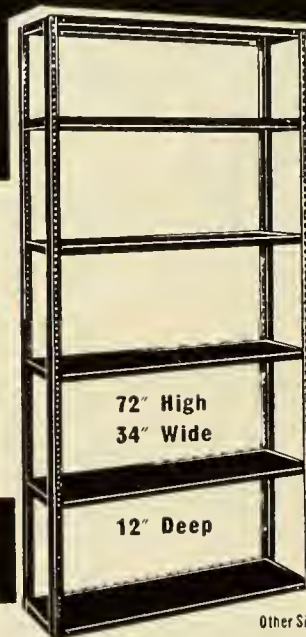
ROBINSON BROS

CORK GROWERS LTD.

21 HORTON STREET · HALIFAX

London Address: 54-62, Regent Street, London W.1 Tel: GER 3965/8

Today's best value in heavy gauge **STEEL** **SHELVING**



£3·15·0

DELIVERED FREE!

- Brand new — Manufactured in our works.
- Shelves adjustable every inch.
- Heavy gauge shelves will carry 400 lb. each.
- Stove enamelled dark green.
- 6 shelves per bay—Extra shelves 8/- each.
- Quantity discounts.

**THE ONLY HEAVY GAUGE
SHELVING AT THIS PRICE**

Other Sizes available: Also available in white at £5 per bay.

N. C. BROWN LTD.

Shelving Division :
HEYWOOD LANCs.
Tel: 69018 (6 lines)



*Have you a
sealing problem?*



If so, have you considered how the use of Alu-Pharm adhesive aluminium bottle capsules could be the immediate answer to your problem? The adhesive coating ensures a perfect seal, making your product tamper-proof.

The Alu-Pharm capsules are available in a large range of colours and sizes suitable for sealing bottles whichever closure is used.

They can be applied at high speed and cost less than any other metal capsule.

May we quote for your requirements?

IDEAL CAPSULES LTD.

Edinburgh Avenue, Slough, Bucks.

Telephone: Slough 22251. Telegrams: Iseal, Slough.

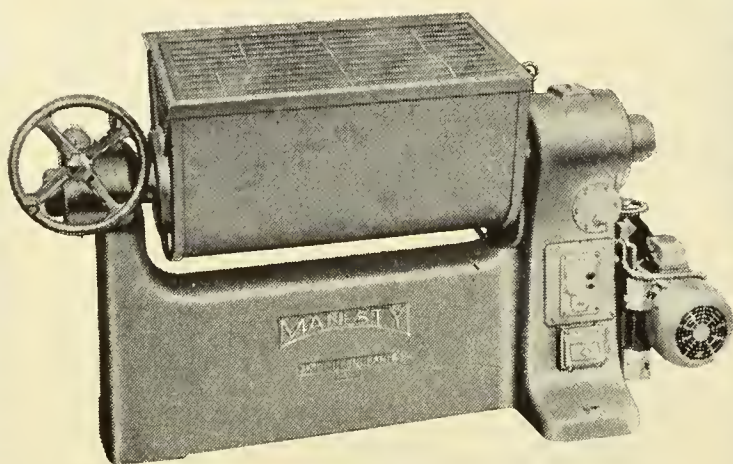
Two entirely new models of Manesty mixers

... and the amazing **FITZMILL**

The NEW MANESTY '300' STAINLESS STEEL MIXER has 6 cubic feet working capacity. It is additional to the 'H' Mixer of 3 cubic feet capacity. Both with removable paddles, safety guards, transparent plastic lid and tilting gear.

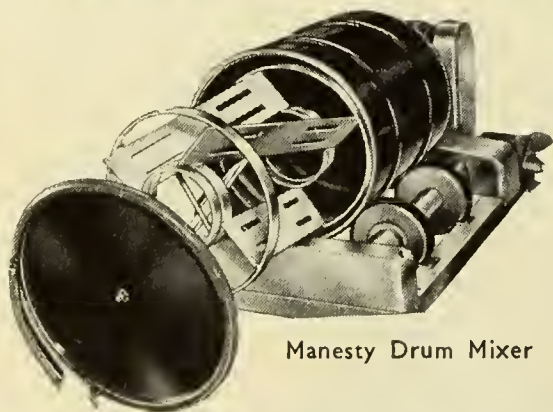
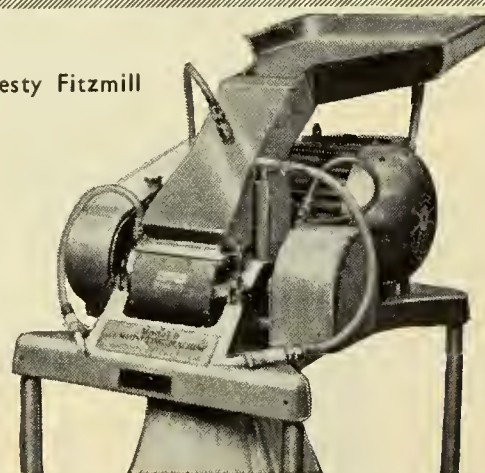
The NEW MANESTY DRUM MIXER has 2 cubic feet working capacity and can be supplied with interchangeable stainless steel or galvanised drums.

There is also the MANESTY FITZMILL for high speed Wet or Dry Granulation—Mixing—Chopping or Pulverizing.



Manesty '300' stainless steel mixer

Manesty Fitzmill



Manesty Drum Mixer



Manesty 'H' Mixer

Write for further details to:

MANESTY MACHINES LIMITED
SPEKE, LIVERPOOL, 24

Telephone: Hunts Cross 1972

Telegrams: Manesty Liverpool, 24.

MANESTY



PLEASE READ THE DIRECTIONS ON THE BOX

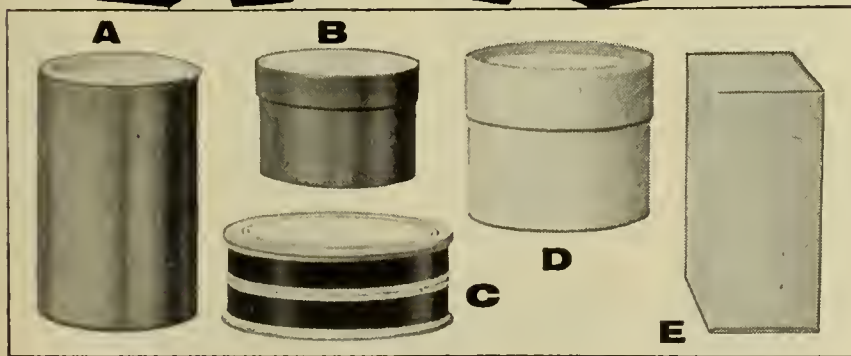
Despite the well-advertised array of proprietary preparations designed to relieve this or that, the personal prescription still plays a large part in the chemist's day to day work.

Chemist becomes manufacturer in fact... weighs, measures, mixes and packs!

Fortunately he doesn't have to make his own boxes. Robinsons do that.

Years of close liaison have given us a practical appreciation of the chemist's special requirements, so that we are able to cater for most of their packaging needs — as the five types of boxes illustrated show. If you would like to take a closer look at them, ask your wholesaler to write for samples.

- A** 'Little John Drum' The perfect container for dispensing crystals, powders and tablets. Now available with plastic closure.
 - B** Scarlet G.P.O. Pill box Easy to recognise in any medicine cupboard!
 - C** Purple Flanged Pill box A superior quality box for private dispensing.
 - D** A.P.D. (All purpose dispensing) Generous-sized box for holding powders, tablets, ointments and cream. Designed to reduce the number of stock boxes held to a minimum.
 - E** Stock Pill and Tablet carton Rectangular box for low-priced dispensing, where the contents need not be particularly well protected.
- * Our famous range of "Sealite" and "Chepette" Ointment boxes also continue to be available.



Robinsons of Chesterfield

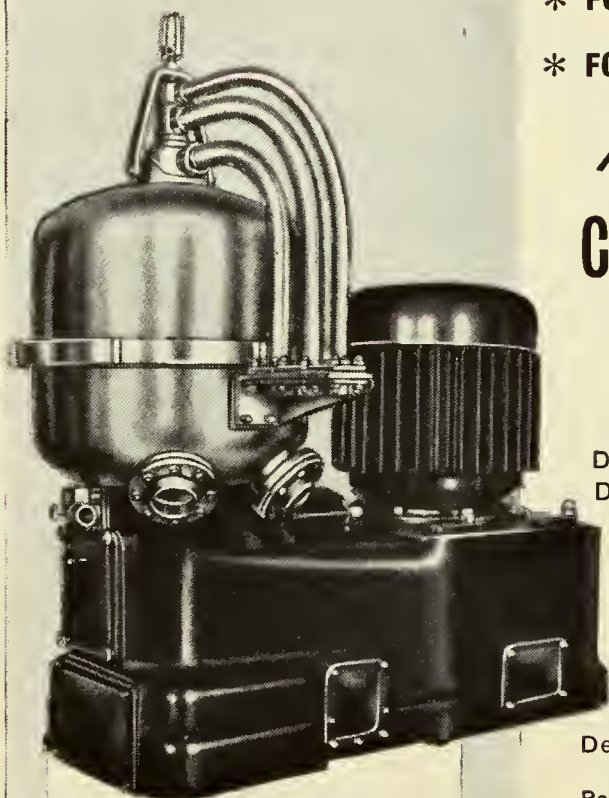


ROBINSON AND SONS LIMITED WHEAT BRIDGE MILLS CHESTERFIELD

Telegrams: "Boxes" Chesterfield. Telephone: 2105, 11 lines

London Office: King's Bourne House, 229/231 High Holborn, London W.C.1. Telegrams: 'Omnibox' Holb. London. Telephone: Holborn 6383

DE LAVAL Chemical Processing Equipment



De Laval Nozzle Separator for the continuous separation of catalysts at high capacity, high pressure, and high temperature.

* FOR CONTINUOUS & AUTOMATIC SEPARATION

* FOR INCREASED YIELDS, QUALITY & EFFICIENCY

Install DE LAVAL CENTRIFUGAL SEPARATORS

75 years experience and 150 current models guarantee the best technical and economical answer.

De Laval Separators have capacities from 1 to 20,000 gph. De Laval Separators have special metals of construction. Special vapour tight, gas tight, and pressure tight constructions for the most rigid demands of the chemical industries for:—

LIQUID/LIQUID

LIQUID/LIQUID/SOLIDS

LIQUID/SOLIDS SEPARATIONS

De Laval Separators have recently been installed in processes for the production of:—

Polystyrene
Polyethylene
Polypropylene
Phthalic Esters

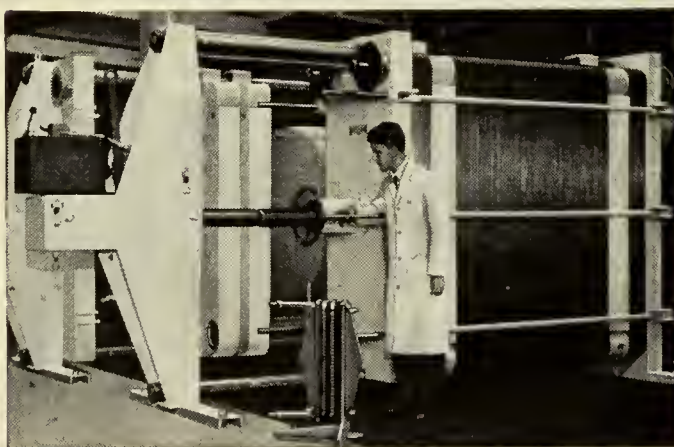
Vinyl Chloride
Uranium products
Caustic Liquors
Nitroglycerine

Lubricating oil
additives
Hydrogen Peroxide
etc., etc.

DE LAVAL *The world's finest* PLATE TYPE HEAT EXCHANGERS

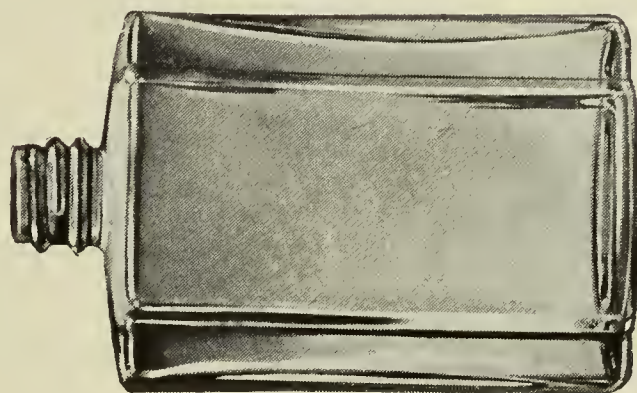
Seven Plate Sizes | Capacities 10-100,000 gph.

Tailor made to suit your
**COOLING, HEATING AND
PASTEURISING PROBLEMS**
and in a variety of metal contacts



ALFA-LAVAL CO. LTD. • GREAT WEST ROAD • BRENTFORD • MIDDLESEX • Telephone: ISLeworth 1221

ALFA-LAVAL



High Quality Glassware

THE INTERNATIONAL BOTTLE CO., LTD.

140 PARK LANE LONDON W.1

Telephone MAYfair 6992 (5 lines) Telegrams AUTREFOIS, AUDLEY, LONDON



Designers and Manufacturers of





**TABLET
PACKERS!**

**CERBO^{*}
STARS**

BRING TABLET PACKAGING UP TO DATE

Cerbo Stars are flexible plastic mouldings designed to retain and protect tablets, pills or dragées in bottles or aluminium tubes. This modern method of tablet packing has many striking advantages. Cerbo Stars are **inexpensive**. They are **non-hygroscopic**. They are **easy to insert by hand or by machine**—easy for the customer to remove and replace. Because Cerbo Stars are not likely to be thrown away, they continue to **protect the contents** after these have been partially removed. Cerbo Stars are **hygienic** and, being **attractive** in appearance, enhance the sales-appeal of the container. They are available in standard sizes and designs, or to your own specifications if required. Ask for further details from the John Dale organisation, New Southgate, London, N.11.

* Patent applied for

ENTERPRISE 1272

PUT A NAME TO THIS...



with the

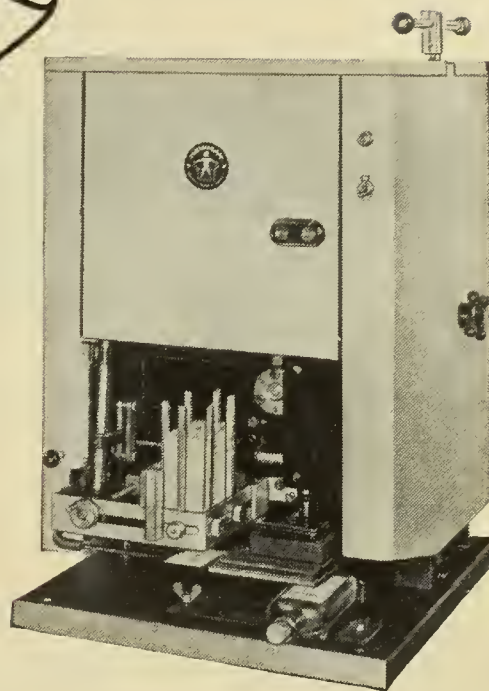
HEFIX

THERMOPLASTIC LABELLER

This machine fixes thermoplastic labels to all sizes of bottles, cartons and containers at any speed up to 60 per minute. The Hefix is quick, clean and versatile and has the Newman reputation for reliability and long life.

Consider these features:

- Compact design gives portability
- Two-station movement for perfect register
- Thermostatic heat control
- The most economical Thermoplastic Labeller



Newman

FOR MODERN LABELLING EQUIPMENT

Write or 'phone for illustrated leaflet:

NEWMAN LABELLING MACHINES LTD., QUEENS ROAD, BARNET, HERTS. Telephone: BARnet 9666



profits up...
...costs down

Here is your chance to make

up your own products by using the

QP LABORATORY EMULSIFIER

Strong and well designed this

emulsifier will pay for itself

many times over

ORMEROD ENGINEERS LTD.

HOLLOWS WORKS SHAWCLOUGH, ROCHDALE 'phone: Rochdale 49321 'grams: Homogeniser Rochdale

THE PROBLEM OF CORROSIVE VAPOURS



The condensation of corrosive vapours poses special problems for designers of equipment used in the Chemical and Allied Industries.

THE PD GRAPHITE CARTRIDGE CONDENSER

provides a solution that functions perfectly in the presence of most acid and solvent vapours up to a maximum graphite temperature of 180°C.

Protection for the steel cartridge is provided internally against corrosive service fluids and externally against corrosive atmospheres.



10 models from
4 to 500 sq. ft. H.T.A.

20 sq. ft. cartridge
size 8" dia. x 4 ft. long



Leaflet C11/59 gives full technical details.

POWELL DUFFRYN CARBON PRODUCTS LIMITED

CHEMICAL ENGINEERING DESIGN, FABRICATION, INSTALLATION AND COMMISSIONING

SPRINGFIELD ROAD, HAYES, MIDDLESEX. TELEPHONE: HAYES 3994

M.P. 7528



Bartex SUPERLENS

Encore!

**BARTEX SUPERLENS
—THE PROVED
BEST-SELLERS**

EXCITING *New*
STYLES TOO!

Bartex Superlens sun glasses MEAN BUSINESS

For choosey men, for fashion-conscious women, *and* for children, a colourful range even wider than last year's comes to build more business for you in the 1961 Spring/Summer season.

A powerful national advertising drive will back your sales.

**PULL OUT-KEEP FOR REFERENCE*

NEW! Bartex Junior

SUPERLENS

NOW... a wonderful new market for you, with ...

**Bartex SAFETY
ADVANTAGES FOR CHILDREN**



In 1961—for children, too! Introduction of Bartex Superlens for children means *extra* stimulus for Bartex sales in the forthcoming season. For this is the first time in history that sun glasses with a high-accuracy standard—and with the further safety advantages of shatterproof lenses—become available for children at the cost of a few shillings.

Lens—rosal, green,
smoke, with matching
frame; blue with
white frame

.....
3'11

Individually packed
in attractive boxes



STYLE
NO. 20

Every pair carries the Bartex Silver Guarantee Label

CUMULATIVE LIST OF AMENDMENTS TO THE C. & D. Quarterly Price List

DECEMBER 1960

● THIS WEEK'S CHANGES GIVEN SEPARATELY AT END

Abicol (147 Boots) tablets ..	100	14	0ea	..	18	8 1/4B
	500	64	0ea	..	85	4 1/4B
Delete Acidol-pepsin (97 Bayer) tablets ..	500					
Acme (7 Acme) vacuum flasks						
Rambler ..	16 oz	46	6	5 7	4 11	
Wayfarer ..	16 oz	54	4	6 6	6 7	
	36 oz	90	1	10 10	10 11	
slim	8 oz	48	10	5 11	5 11	
squat	8 oz	48	10	5 11	5 11	
Voyager ..	8 oz	57	0	6 11	6 11	
	16 oz	63	4	7 7	7 8	
jugs						
No. 5 ..	16 oz	131	6	15 10	15 11	
Chiltern ..	16 oz	288	0	34 8	35 0	
Delete Ripple flasks all sizes						
Delete Tartan flasks all sizes						
Acthar (61 APC) lyophilised						
intramuscular or subcutaneous						
10l.u. vial	29	0	..	..	TS	
25l.u.	67	0	..	..	TS	
40l.u.	106	0	..	..	TS	
intravenous						
30l.u.	32	0	..	..	TS	
75l.u.	78	0	..	..	TS	
HP gel						
intramuscular or subcutaneous						
20l.u./mil 5 mils vial	20	0ea	..	..	TS	
40l.u./mil 2 mils	14	0ea	..	..	TS	
40l.u./mil 5 mils	32	10ea	..	..	TS	
Adcortyl-A (1176 Squibb) suspension ..	5 mils	43	6	..	65	3 TS
Adheron (1052 Revlon)	1201	33	0	16 6	5	6
Adreson (917 Organon) tablets 5 mgm ..	40	76	0	..	9	6 pl
	100	190	0	..	23	9 pl
	500	840	0	..	105	0 pl
25 mgm ..	20	156	0	..	19	6 pl
	40	306	0	..	38	3 pl
	100	720	0	..	90	0 pl
	500	3600	0	..	450	0 pl
Aldex (339 CG) ..	17	0	4 3	2	6	
Airwick (23 Airwick) aerosol mist ..	33	9	..	3	9	
floral mist ..	33	9	..	3	9	
fly killer ..	33	9	..	3	9	
mothproof ..	33	9	..	3	9	
Allercur (1107 SAGB) tablets 20 mgm ..	20	2	5ea	..	3	8 pls7
Altatur (1153 SKF) tablets 250 mgm ..	20	40	0ea	..	60	0
	200	380	0ea	..	570	0
Ambray (617 Holloway) bath salts bottle small	182	17	6	8 9	2	11
large	181	30	0	15 0	5	0
coffret ..	180	52	6	26 3	8	9
Ambre Antique (301 Coty) perfume ..	2104	636	0	310 1	110	0
Amplex (67 Ashe) tablets standard ..	30	13	7	3 4 1/2	1	10
Anacodin (179 BDH) ampoules 1 mil						
50 mgm/ml ..	25	78	0	..	9	9
100 mgm/ml ..	25	96	0	..	12	0
1000 mgm/ml ..	3	48	0	..	6	0
	25	336	0	..	42	0
Angier (493 Gambles) junior aspirin tablets ..	50	12	0	3 0	1	9
Anti-Bi-San (451 F&J) childs ..	33	9	8 5	4	6	
Antipeol (829 MBL) liquid ..	2 oz	28	0	7 0	3	11
ointment ..	tube	19	0	5 0	2	8
		32	0	8 0	4	6
		59	0	15 0	8	3
jar 16 oz	208	0	52 0	29	0	
Delete Apolomine (97 Bayer) tablets 25 and 250						
Delete Apolomine-plus (97 Bayer) tablets 25 and 250						
April Violets (1355 Yardley) dusting powder ..	1909	72	0	36 0	12	0
talcum ..	1908	27	0	13 6	4	6
	1908L	45	0	22 6	7	6

Delete A.S.A. (413 Lilly) Pulvules all sizes

Asmal (901 Norton) tablets ..	100	60	0	..	..	18 1/4A
	500	240	0	..	..	18 1/4A
	1000	37	6ea	..	..	18 1/4A
Astral (333 Cupal) air purifier spray ..	5 oz	..	..	..	3	6
Astral (509 Gibbs) cream ..	..	8	9	4 3 1/2	1	4
	..	15	0	7 3 1/2	2	4
	..	27	5	13 4 1/2	4	3
	hp	76	0	37 0 1/2	12	0
A'suma (301 Coty) perfume ..	2204	636	0	310 1	110	0
Ayrton (78 AS&Co) fairyspun leg tan ..	..	14	0	7 0	2	9
face cloths ..	301	21	0	..	2	6
burn cream ..	..	16	0	..	2	0
corn and wart paint ..	..	9	8	2 5	1	6
earache drops ..	..	9	8	2 5	1	6
eau de Cologne (toilet) 5 oz	..	20	0	10 0	3	6
10 oz	..	33	0	16 6	6	3
Fullers earth cream .. tin	..	8	0	2 0	1	3
lavender water (toilet) 5 oz	..	20	0	10 0	3	6
10 oz	..	33	0	16 6	6	3
menthol and wintergreen	..	..	..	..	..	..
balm tube	..	16	0	4 0	2	6
mustard ointment ..	..	12	9	3 2 1/2	2	0
myrrh and borax .. 1 oz	..	12	0	..	1	6
Delete iced eau de Cologne ..	..	..	..	..	..	..
Delete iced lavender water ..	..	..	..	..	..	..
Basket of Flowers (1070 Windsor) soap toilet ..	2112	56	6	13 9 1/2	7	
		gross		gross		
Beaucaire (100 Beaucaire) cleaning fluid ..	1 gall	312	0	..	39	0
Beauty on a Budget (1063 Rimmel) cold cream ..	..	9	0	4 5	1	6
cleansing milk ..	..	9	0	4 5	1	6
Cologne solid ..	..	9	0	4 5	1	6
deodorant perfumed ..	..	9	0	4 5	1	6
eye pencils ..	..	9	0	4 5	1	6
shadow stick ..	..	9	0	4 5	1	6
cream ..	..	9	0	4 5	1	6
face powder ..	..	9	0	4 5	1	6
compressed ..	..	9	0	4 5	1	6
hand beauty cream ..	..	9	0	4 5	1	6
hair lacquer refill ..	..	9	0	4 5	1	6
lipsticks ..	..	9	0	4 5	1	6
liquid liner for eyes ..	..	9	0	4 5	1	6
liquid line brush ..	..	10	0	2 6	1	6
liquid make-up ..	..	9	0	4 5	1	6
mascara ..	..	9	0	4 5	1	6
nail lacquer ..	..	9	0	4 5	1	6
remover ..	..	9	0	4 5	1	6
oatmeal beauty pack ..	..	9	0	4 5	1	6
perfume ..	..	9	0	4 5	1	6
rouge cream ..	..	9	0	4 5	1	6
skin beauty cream ..	..	9	0	4 5	1	6
twin powder puffs ..	..	9	0	4 5	1	6
vitamin skin food ..	..	9	0	4 5	1	6
whitening ..	..	9	0	4 5	1	6
Becosym (1074 Roche) tablets ..	100	36	0	..	4	6
	500	116	0	..	14	6
Delete Benadon (1074 Roche) tablets 20 mgm 25						
Benomid (837 MSD) tablets ..	100	45	0ea	..	67	6
	500	218	0ea	..	327	0
Benerva Compound (1074 Roche) tablets ..	100	20	0	..	2	6
	500	58	0	..	7	3
	1000	96	0	..	12	0
Bengue's (115 Bengue) new balsam ..	1/2 oz	17	6	4 3	2	4
	1 oz	27	6	6 8 1/2	3	8
Betnelan (518 Glaxo) tablets ..	30	7	10 1/2ea	..	10	6 TS
	100	22	6ea	..	30	0 TS
	500	105	0ea	..	140	0 TS
Bex (560 Halex) medicine measure 2 oz M203						
Bex-Bissell (560 Halex) shampoo master W400	45	0ea	..	67	6	
Bickiepegs (122 Bickiepegs)	14	3	..	1	7	
Bile Beans (484 Fulford)	7	6	1 10 1/2	1	0	
	15	0	3 9	2	0	

the most versatile digitalis glycoside

LANOXIN^{brand} DIGOXIN

● TABLETS ● SOLUTION ● INJECTION ● PÆDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON



Every Cumulative Price List is superseded by the next. To avoid risk of using out-of-date prices it is wiser to destroy the old list as soon as the new one arrives.

Cortril (969 Pfizer)										Traveller 42 11 10 9 6 3									
spray 1 oz	102	0	..	..	12	9	TS			Chum 55 0 13 9 8 0									
ophthalmic ointment 2.5% 3 gm	48	0	..	..	6	0	TS			Senior 66 8 16 8 9 9									
tablets 10 mgm .. 25	96	0	..	..	12	0	TS			Saloon 97 6 24 5 14 3									
100	360	0	..	..	45	0	TS			Plus 97 6 24 5 14 3									
20 mgm .. 20	153	0	..	..	19	1 1/2	TS			50/50 143 9 36 0 21 0									
100	720	0	..	..	90	0	TS			50/50 Traveller .. 155 5 38 11 22 9									
topical ointment non-greasy										Prince 170 10 42 9 25 0									
0.5% 15 gm	48	0	..	..	6	0	TS			50/50 Mark II .. 225 0 56 3 33 0									
1% 15 gm	78	0	..	..	9	9	TS			No. 30 185 0 46 3 27 0									
50 gm	210	0	..	..	26	3	TS			No. 40 242 6 60 8 35 6									
2.5% 5 gm	66	0	..	..	8	3	TS			No. 55 331 11 83 0 48 6									
15 gm	156	0	..	..	19	6	TS			Sovereign 352 6 88 2 51 6									
50 gm	474	0	..	..	59	3	TS			No. 84 465 0 116 3 68 0									
greasy										No. 86 502 6 125 8 73 6									
1% 15 gm	78	0	..	..	9	9	TS			Super 600 0 150 0 87 6									
2.5% 5 gm	66	0	..	..	8	3	TS			Cussons (338 Cussons)									
15 gm	156	0	..	..	19	6	TS			luxury soaps									
lotion 1% 20 mls	93	0	..	..	11	7 1/2	TS			"Four Diamonds" .. 2084 19 0 4 7 1/2 2 6									
with neomycin ..	99	0	..	..	12	4 1/2	TS			"Hungarian Rhapsody" .. 2160 23 0 5 7 1/4 3 0									
Coty (301 Coty)										"Rhapsody in Black" .. 2164 23 0 5 7 1/4 3 0									
astringent 361	39	0	19	0	6	9			"Rhapsody in Blue" 2162 23 0 5 7 1/4 3 0										
avocado milk 370	50	0	24	5	8	6			apple blossom soap (3) 2068 15 3 3 8 1/2 2 0										
cream powder .. 2099R	32	0	15	7	5	6			blue hyacinth soap (3) 2091 15 3 3 8 1/2 2 0										
gold vanity .. 2099	66	6	32	5	11	6			damask rose talcum 4701 11 5 5 6 1/2 2 0										
puffs .. 97/LP	8	6	4	2	1	6			Delete 4457										
cleansing cream 730 & 735	33	0	16	1	5	9			Delete deodorant Cologne 5498/99										
731 & 736	61	0	29	9	10	6			dusting powder .. 4455 35 6 17 3 1/2 5 6										
eyebrow pencil .. 325	29	0	14	2	5	0			Delete flowers of the vine soap 2136										
eye lights 420	50	6	24	7	8	9			Delete talcum 4459										
brush .. 419	36	0	8	9	5	6			Imperial Leather										
eye shadow pencil .. 366	39	0	19	0	6	9			after shave lotion 5303 11 5 5 6 1/2 2 0										
foundation cream 545 & 546	43	6	21	3	7	6			Delete 5472										
lotion .. 352	39	0	19	0	6	9			Delete after shave powder 4458										
hand treatment cream 28T	32	0	15	7	5	6			Delete shaving cream .. 2207										
28	66	6	32	5	11	6			Delete liquid brilliantine .. 5302 15 6 7 6 1/2 2 9										
homogenised cream .. 741	43	6	21	3	7	6			Delete 5470										
742	73	6	35	10	12	6			lilac blossom soap .. 2131 15 3 3 8 1/2 2 0										
instant beauty .. 392	39	0	19	0	6	9			Delete talcum .. 4702 11 5 5 6 1/2 2 0										
instant cleanser .. 343	50	0	24	5	8	6			Delete 4445										
lipstick 200	39	0	19	0	6	9			linden blossom soap .. 2094 15 3 3 8 1/2 2 0										
refill 202	26	0	12	8	4	6			Delete toilet .. 2109 9 6 2 3 1/2 1 3										
mascara 322	43	6	21	3	7	6			Delete talcum 4703 11 5 5 6 1/2 2 0										
refill 322Bis	29	0	14	2	5	0			Delete 4454										
roll-on 426	61	0	29	9	10	6			Delete pine soap 2097										
refill 427	39	0	19	0	6	9			Delete wild lavender skin										
nail enamel								perfume 5747 29 3 14 3 6 0											
"Super-Sheen" .. 490	37	6	18	3	6	6			CVK (2 Abbott)										
"Pearlidescent" .. 491	50	6	24	7	8	9			solution 62.5 mgm 60 mls 3 10ea .. 5 9 TS										
remover 611	33	0	16	1	5	9			125 mgm 60 mls 6 4ea .. 9 6 TS										
rouge cream 94	21	6	10	6	3	9			CVK with Sulphas (2 Abbott)										
powder F	21	6	10	6	3	9			solution 62.5 mgm 60 mls 4 8ea .. 7 0 ts4BTS										
sub-tint 65	16	0	7	10	2	9			Delete Cyclonal (971 PSMB) sodium										
540	37	6	18	3	6	6			tablets 250 mgm .. 100										
Vanite Parisienne .. 2098	101	0	49	3	17	6			Cytacox (518 Glaxo)										
refill 2098R	32	0	15	7	5	6			liquid 6 oz 36 0 .. 4 0										
puffs .. 98/LP	8	6	4	2	1	6			80 oz 33 9ea .. 45 0										
"Vitamel" 360	50	0	24	5	8	6			tablets 50 mcgm .. 25 36 0 .. 4 0										
vitamin A-D cream .. 377	50	0	24	5	8	6			250 22 6ea .. 30 0										
378	89	6	43	8	15	6			Cytamen (518 Glaxo)										
vitamin balancer 368 & 369	61	0	29	9	10	6			ampoules 1 ml 250 mcgm 6 40 6 .. 4 6										
wrinkle cream .. 749	43	6	21	3	7	6			1000 mcgm 3 48 0 .. 5 4										
Coty for men										6 87 0 .. 9 8									
after shave lotion .. 513	50	0	24	5	8	6			Dalmas (347 Dalmas)										
shaving stick .. 50	30	0	7	4	4	6			elastic first aid dressings 8 6 .. 1 0										
refill .. 50Bis	19	6	4	9	3	0			cabinets .. No. 1 8 0ea .. 11 3										
talcum .. 565	27	6	13	5	4	9			No. 2 8 0ea .. 11 3										
Covatin (1310 WW)										No. 3 7 3ea .. 10 0									
tablets 50	66	4	..	..	ts4B			refills 6 3ea .. 8 9											
500	494	9	..	..	ts4B			surgery cabinet No. 135 9 3ea .. 13 0											
Coxidan (328 CCC) .. 1 lb	211	6	52	10	27	11			first aid dressings										
Creprostrep (837 MSD)										assorted No. 149 gross 7 6ea .. 10 6									
liquid 3 oz	6	6ea	..	..	9	9	ts4B			1 1/2 x 3/4 in 5 6ea .. 7 8									
Crescent (318 CP) ..	60	0	30	0	10	0			2 1/2 x 3/4 in 8 3ea .. 11 6										
eyelash grower ..	60	0	30	0	10	0			3 x 3/4 in 10 0ea .. 14 0										
Crolax (324 Crookes) ..	20	0	5	0	2	11			waterproof strip dressings										
tablets 250	132	0	33	0	19	3			1 1/2 in x 1 yd 20 0 .. 2 4										
Delete Crolax (324 Crookes) capsules all sizes										2 in x 1 yd 24 3 .. 2 10									
Crown V.P.D. (328 CCC) vet.	26	8ea	..	..	40	0			2 1/2 in x 1 yd 27 9 .. 3 3										
Crystapen (518 Glaxo) ..	5	4ea	..	..	8	0	TS			3 in x 1 yd 32 3 .. 3 9									
oral liquid .. 2 oz	5	4ea	..	..	8	0	TS			Damaskin (284 Colloidal)									
Crystapen G (518 Glaxo) ..	4	0ea	..	..	6	0	TS			leg make-up large .. 27 0 13 6 4 6									
syrup 125 mgm/5 mls	4	0ea	..	..	6	0	TS			Dandricide (414 Elliman)									
60 mls	3	10ea	..	..	5	9	TS			rinse 4 oz 51 4 12 10 7 6									
Crystapen V (518 Glaxo) ..	6	4ea	..	..	9	6	TS			Danistol (328 CCC)									
suspension 62.5 mgm/5 mls	6	4ea	..	..	9	6	TS			capsules for cattle .. 4 90 0 22 6 11 10									
60 mls	6	4ea	..	..	9	6	TS			sheep .. 25 202 6 50 7 26 9									
syrup 125 mgm/5 mls 60 mls	6	4ea	..	..	9	6	TS			Dearborn (361 Dearborn)									
Cuckoo (543 Fecher) ..	44	0	2	0	5	9			mercolized wax .. 27 0 13 6 4 6										
babies ear caps ..	3	9	1	10 1/2	8			Decortisyl (1087 Roussel)											
pumice stone ..	3	9	1	10 1/2	8			tablets 1 mgm .. 100 93 0 .. 11 7 1/2 TS											
Culmak (332 Culmak) ..	29	2	7	3	4	3			500 360 0 .. 45 0 TS										
shaving brushes	35	10	9	0	5	3			30 108 0 .. 13 6 TS										
Spartan ..	100	312	0	..	39	0	TS			100 312 0 .. 39 0 TS									
Junior ..	500	1440	0	..	180	0	TS			500 1440 0 .. 180 0 TS									

Price 27/6d. Postage 1/2d

[illegible]

[illegible]

brilliantine ..	036	33	0	16	1	5	9			015	50	6	24	7	8	9	
Cotylinist ..	012	202	0	98	6	35	0			016	78	0	38	0	13	6	
creamy skin perfume ..	058	73	6	35	10	12	6			017	130	0	63	4	22	6	
dusting powder ..	060	84	0	41	0	14	6		hand lotion ..	068	43	6	21	3	7	6	
eau de toilette ..	013	35	0	17	1	6	0		perfume ..	010	61	0	29	9	10	6	
	015	50	6	24	7	8	9			7000	78	0	38	0	13	6	
	016	78	0	38	0	13	6			7001	147	6	71	11	25	6	
	017	130	0	63	4	22	6			7002	260	0	126	9	45	0	
face powder ..	050	33	0	16	1	5	9			7003	462	6	225	6	80	0	
hand lotion ..	068	43	6	21	3	7	6			7004	636	0	310	1	110	0	
perfume ..	010	61	0	29	9	10	6		perfumed sachets ..	S7	32	0	15	7	5	6	
	2000	78	0	38	0	13	6		soap toilet ..	082	19	0	4	8	2	6	
	2001	147	6	71	11	25	6		bath ..	080	33	6	8	2	4	6	
	2002	260	0	126	9	45	0		talcum ..	066	27	6	13	5	4	9	
	2003	462	6	225	6	80	0			067	50	6	24	7	8	9	
	2004	636	0	310	1	110	0		Twistick ..	019	43	6	21	3	7	6	
perfumed sachets ..	S7	32	0	15	7	5	6		Love Affair (532 Goya)								
soap toilet ..	082	19	0	4	8	2	6		bath blossoms ..	20	21	0	10	6	3	6	
bath ..	080	33	6	8	2	4	6		salts ..	19	36	3	18	1½	6	0	
talcum ..	066	27	6	13	5	4	9		dusting powder ..	16	69	6	34	9	11	6	
	067	50	6	24	7	8	9		hand lotion ..	39	24	0	12	0	4	0	
Twistick ..	019	43	6	21	3	7	6		perfume miniature ..	2	33	3	16	7½	5	6	
Lactagol (720 Lactagol)									medium ..	5	120	9	60	4½	20	0	
powder ..	4 oz	26	3	..	..	2	11		sapphire ..	7	1014	6	507	3	168	0	
	8 oz	47	3	..	..	5	3		spray ..	12	90	6	45	3	15	0	
La Jacee (301 Coty)									perfumed Cologne 1 oz	25	33	3	16	7½	5	6	
perfume ..	5204	636	0	310	1	110	0		gift ..	27	45	3	22	7½	7	6	
Largactil (971 PSMB)									spray ..	31	63	6	31	9	10	6	
suppositories ..	50	580	0	..	..	72	6	pls4B	stick ..	28	30	0	15	0	5	0	
La Rose Jacqueminot (301 Coty)									shampoo ..	35	5	9	1	5	10		
perfume ..	010	61	0	29	9	10	6		soap (3) ..	46	38	3	9	10	5	0	
	7800	66	6	32	5	11	6		spray set ..	37	51	0	25	6	8	6	
	7804	580	0	282	9	100	0		talcum ..	15	24	0	12	0	4	0	
Lastonet (733 Lastonet)									Love Pat (1052 Revlon)								
cream ..	..	17	7	4	4½	2	9		petite compact ..	..	90	0	45	0	15	0	
L'Effeurt (301 Coty)									refill ..	..	45	0	22	6	7	6	
perfume ..	3704	636	0	310	1	110	0		Loxene (563 Hampshire)								
Le Nouveau Gardenia (301 Coty)									hair cream ..	..	12	10	6	4	2	0	
bath oil ..	076	61	0	29	9	10	6		Delete Luminal (97 Bayer)								
	074	121	6	59	3	21	0		ampoules gr 3 1 mil 12 and 100								
bath salts ..	071	61	0	29	9	10	6		dry ampoules 0.22 gm 100								
dusting powder ..	060	84	0	41	0	14	6		with 12 x 2 mils aq. dest.								
eau de toilette ..	013	35	0	17	1	6	0		sodium tablets gr ½ ..	100							
	015	50	6	24	7	8	9		tablets gr ½ ..	250							
	016	78	0	38	0	13	6		gr 1 ..	100							
	017	130	0	63	4	22	6		gr 1½ ..	250							
hand lotion ..	068	43	6	21	3	7	6		gr 2 ..	50							
perfume ..	010	61	0	29	9	10	6		Luxan (782 Luxan)								
	6300	66	6	32	5	11	6		sanitary towels								
	6301	121	6	59	3	21	0		golden size 1 ..	6	12	0	..	..	1	4	
	6302	216	6	105	7	37	6			12	22	6	..	..	2	6	
	6304	580	0	282	9	100	0		size 2 ..	6	14	3	..	..	1	7	
perfumed sachets ..	S7	32	0	15	7	5	6			12	27	0	..	..	3	0	
soap toilet ..	082	19	0	4	8	2	6		size 3 ..	12	31	6	..	..	3	6	
bath ..	080	33	6	8	2	4	6		maternity ..	10	34	6	..	..	3	10	
talcum ..	066	27	6	13	5	4	9		popular size 1 ..	6	10	5	..	..	1	1	
	067	50	6	24	7	8	9			12	20	0	..	..	2	1	
Twistick ..	019	43	6	21	3	7	6		size 2 ..	6	12	10	..	..	1	4	
Le Vertige (301 Coty)										12	24	0	..	..	2	6	
perfume ..	8406	147	6	71	11	25	6		Delete Mad Moment (876 MP)Cologne								
	8404	636	0	310	1	110	0		Ma Griffe (236 Carven)								
Leviton (187 BS)									perfume flacon de sac	8041	31	3ea	15	7ea	62	0	
tablets ..	100	240	0	..	..	26	8	ts4B	flacon de voyage ..	8046	45	0ea	22	6ea	90	0	
Delete Lcvoephed (97 Bayer) 4 mils 100									Medinal (187 BS)								
Librium (1074 Roche)									tablets 0.32 gm ..	100	60	0	..	..	6	8	
capsules 5 mgm ..	25	54	0	..	..	6	9			250	136	0	..	..	15	1	
	100	192	0	..	..	24	0		0.5 gm ..	100	85	6	..	..	9	6	
	500	65	0ea	..	..	97	6			250	199	0	..	..	22	1	
10 mgm ..	25	63	0	..	..	8	6		Delete Medivcet (615 H&M) drench								
	100	240	0	..	..	30	0		Medrone Veriderm (1263 Upjohn)								
	500	82	0ea	..	..	123	0		5 gm	7	0ea	..	..	..	..		
Lignostab-A "100" (147 Boots)									Meggeson (831 Meggeson)								
ampoules 2.2 mils ..	50	15	5ea	..	..	20	6		sore throat lozenges ..		12	0	3	0	1	9	
Lil-lets (761 Lillia White)									Mentaxol (955 Pepsodent)								
normal ..	5	7	11	..	..	11			tooth-paste ..	..	15	2½	3	7½	2	0	
	10	15	2	..	..	1	9			22	1½	5	3	2	11		
Linhof (1017 PO)									Mephosol (324 Crookes)								
tripods									tablets ..	..	25	40	0	..	..	5	0
Clampod ..	S49	88	0ea	21	6ea	153	6			100	144	0	..	..	18	0	
Spectal-U ..	S87	141	0ea	34	4ea	245	10			500	636	0	..	..	79	6	
Spectal-O ..	S96	156	8ea	38	3ea	273	3		Merbentyl Dospan (838 MN)								
Dural-U ..	S1391P	220	2ea	53	9ea	384	0		tablets ..	..	30	102	0	..	..	12	9
Twin Shank Pro	S276R	456	8ea	..	..	685	0		Meteor (301 Coty)								
Cine ..	S276H	456	8ea	..	..	685	0		eau de toilette ..	5915	95	6	46	7	16	6	
Heavy Duty Pro	S420R	704	8ea	..	..	1057	0			5916	147	6	71	11	25	6	
Cine ..	S420H	704	8ea	..	..	1057	0		perfume ..	010	61	0	29	9	10	6	
Lipotriad (757 Lewis)										5956	101	0	49	3	17	6	
capsules ..	100	192	0	48	0	28	0			5901	228	6	111	5	39	6	
	1000	150	0ea	37	6ea	262	6			5902	364	6	177	8	63	0	
Liquid Asset (1052 Revlon)										5903	694	0	338	4	120	0	
	0721	75	0	37	6	12	6			5904	1156	0	563	7	200	0	
	0664	129	0	64	6	21	6		Milophyline (346 Dales)								
Lobak (97 Bayer)									tablets 0.1 gm ..	30	60	0	..	..	7	6	
tablets ..	50	100	0	25	0	14	7			100	14	0ea	..	..	..		
	500	79	0ea	19	9ea	138	3			250	28	0ea	..	..	..		
Lobidan (1258 UP)										500	50	0ea	..	..	..		
anti-smoking tablets ..	..	100	0	25	0	14	7		Miltown (746 Lederle)								
Delete Loofalux (740 Laws) sponge									capsules 400 mgm ..	50	..						
L'Or (301 Coty)									Delete Delete								
perfume ..	6904	636	0	310	1	110	0		Miners (876 MP) talcum								
Loxolox (563 Hampshire)									Miraglio (671 Jeyes)	..	9	0	..	..	1	0	
bottle ..	..	14	0	6	11	2	3				13	6	..	..	1	6	
wide necked ..	..	17	0	8	5	2	9		Mischief (1105 Saville)								
L'Origan (301 Coty)									(distributors 261 Christy)								
bath oil ..	076	61	0	29	9	10	6		perfume ..	700	24	0	12	0	4	0	
	074	121	6	59	3	21	0		stick ..	110	30	0	15	0	5	0	
bath salts ..	071	61	0	29	9	10	6		"Top-to-Toe" ..	332	30	0	15	0	5	0	
brilliantine ..	036	33	0	16	1	5	9			334	45	0	22	6	7	6	
creamy skin perfume ..	058	73	6	35	10	12	6		Moditen (1176 Squibb)								
dusting powder ..	060	84	0	41	0	14	6		tablets ..	..	25	7	6ea	1	10½ea	13	
eau de toilette ..	013	35	0	17	1	6	0			100	27	0ea	6	9ea	47	3	
										500	130	0ea	32	6ea	227	6	

Monekil "S" (32S CCC)	tablets ..	50	148	6	..	..	32	8	p1s1
Monroes (78 SA & Co)	asthma powder ..	..	24	0	6	0	3	6	
Morny (362 Morny)	soap bath (3) ..	511	49	7	12	4	6	6	
	talc ..	600	22	0½	11	0	3	6	
Mothdooom (1041 DR)	aerosol ..	..	6 oz	38	3	..	4	3	
	12 oz ..	..	67	6	..	..	7	6	
Muguet des Bois (301 Coty)	bath oil ..	076	61	0	29	9	10	6	
	..	074	121	6	59	3	21	0	
	bath salts ..	071	61	0	29	9	10	6	
	brilliantine ..	036	33	0	16	1	5	9	
	Cotymist ..	012	202	0	98	6	35	0	
	creamy skin perfume ..	058	73	6	35	10	12	6	
	dusting powder ..	060	84	0	41	0	14	6	
	eau de toilette ..	013	35	0	17	1	6	0	
	..	015	50	6	24	7	8	9	
	..	016	78	0	38	0	13	6	
	..	017	130	0	63	4	22	6	
	face powder ..	050	33	0	16	1	5	9	
	hand lotion ..	068	43	6	21	3	7	6	
	perfume ..	010	61	0	29	9	10	6	
	..	6000	66	6	32	5	11	6	
	..	6001	121	6	59	3	21	0	
	..	6002	216	6	105	7	37	6	
	..	6003	414	0	201	10	71	6	
	..	6004	580	0	282	9	100	0	
	perfumed sachets ..	S7	32	0	15	7	5	6	
	soap toilet ..	082	19	0	4	8	2	6	
	bath ..	080	33	6	8	2	4	6	
	talcum ..	066	27	6	13	5	4	9	
	..	067	50	6	24	7	8	9	
	Twistick ..	019	43	6	21	3	7	6	
Muse (301 Coty)	perfume ..	6106	147	6	71	11	25	6	
	..	6104	636	0	310	1	110	0	
Nailoid (31 AP)	manicure cream ..	..	8	9	4	4½	1	6	
	..	..	23	6	11	9	3	11	
Nasofen (147 Boots)	nasal drops ..	½ oz	24	0	..	..	3	0	
Neophryn (97 Bayer)	solution 1% 4 oz	..	..	..	..	..	..	..	
Neoselarom (97 Bayer)	2 oz and 8 oz	..	..	..	..	..	..	..	
Neovit (1091 Rybar)	capsules ..	30	84	0	..	..	10	6	
	elixir ..	4 oz	24	0	6	0	3	6	
	..	..	44	0	11	0	6	6	
Nescafe (SS3 Nestle)	1 oz	15	10	..	..	..	1	6	
	2 oz	29	10	..	..	..	2	10	
	4 oz	56	3	..	..	..	5	4	
	8 oz	108	0	..	..	..	10	3	
	24 oz	289	6	..	..	..	27	0	
	blend 37 ..	2 oz	36	10	..	..	3	6	
	decaffeinated ..	1½ oz	60	9	..	..	5	9	
New Era (887 New Era)	biochemic tissue salts	..	41	0	10	3	6	6	
	..	..	68	0	17	0	10	0	
	..	..	206	0	51	6	30	0	
	..	..	432	0	108	0	63	0	
"Schuessler" cabinet	..	..	..	..	..	..	..	..	
Nilevar (1121 Searl)	tablets 10 mgm ..	25	35	10ea	..	53	9	ts4B	
	..	50	67	4ea	..	101	0	ts4B	
	..	250	313	4ea	..	470	0	ts4B	
Nivea (1155 S&N)	creme ..	362	9	0	4	6	1	6	
	..	368	15	0	7	6	2	6	
	..	363	27	0	13	6	4	6	
	..	364	10	0	5	0	1	8	
	..	370A	72	0	36	0	12	0	
	liquid ..	268	15	0	7	6	2	6	
	..	267	27	0	13	6	4	6	
Novalgin (97 Bayer)	tablets 25 and 1000	..	..	..	..	..	..	..	
Nucta (1192 SGD)	shampoo "Bonnie" ..	..	5	2	1	3½	9	..	
	2 oz	12	2	3	0½	1	9½	..	
	4 oz	17	6	4	4½	2	7	..	
Nurse Sykes (1307 Waterhouse)	bronchial balsam ..	..	19	0	4	9	2	9	
	..	..	33	0	8	3	5	0	
Octaflex (1305 WB) refills	..	..	..	..	..	..	..	..	
Ophthalmic-Antipeol (829 MBL)	ointment ..	..	17	0	4	0	2	5	p1s1
	tube ..	..	32	0	8	0	4	6	p1s1
Optone (690 Keldon)	eye drops ..	..	30	0	7	6	4	0	
Optrex (690 Keldon)	small ..	..	21	4	5	4	2	10	
	large ..	..	30	0	7	6	4	0	
Otosporin (208 BW) drops 5 mils	..	..	96	0	..	..	12	0	TS
Ototrane (1305 WB)	adhesive ear paint 5 gm	72	0	..	..	..	9	0	
Otto of roses/jasmine (1070 Windsor)	bath cubes ..	2365/66	21	0	10	3	3	6	
	dusting powder ..	2370/71	55	3	26	11½	9	3	
	soap toilet ..	2330/31	11	9	2	10½	1	8	
	bath ..	2340/41	21	11	5	4	3	2	
	talcum powder ..	2360/61	21	0	10	3	3	6	
Outdoor Girl (876 MP)	eye pencil refill	..	..	..	..	..	..	..	
Pai (438 ER)	s/edge blades (6) ..	..	26	3	6	7	2	3	
	..	..	(24 pkts)	(24 pkts)	..	..	..	..	
Panets (1305 WB)	tablets ..	50	43	6	..	..	4	10	
Parabal (1320 WP)	..	100	90	0	..	..	11	3	ts1s4A
	..	500	330	0	..	..	41	3	ts1s4A
Paris (301 Coty)	bath oil ..	076	61	0	29	9	10	6	
	..	074	121	6	59	3	21	0	
	bath salts ..	071	61	0	29	9	10	6	
	brilliantine ..	036	33	0	16	1	5	9	
	creamy skin perfume ..	058	73	6	35	10	12	6	
	dusting powder ..	060	84	0	41	0	14	6	
	eau de toilette ..	013	35	0	17	1	6	0	
	..	015	50	6	24	7	8	9	
	..	016	78	0	38	0	13	6	
	..	017	130	0	63	4	22	6	
	hand lotion ..	068	43	6	21	3	7	6	
	perfume ..	010	61	0	29	9	10	6	
	..	7500	78	0	38	0	13	6	
	..	7501	147	6	71	11	25	6	
	..	7502	260	0	126	9	45	0	
	..	7503	462	6	225	6	80	0	
	..	7504	636	0	310	1	110	0	
	perfumed sachets ..	S7	32	0	15	7	5	6	
	soap toilet ..	082	19	0	4	8	2	6	
	bath ..	080	33	6	8	2	4	6	
	talcum ..	066	27	6	13	5	4	9	
	..	067	50	6	24	7	8	9	
	Twistick ..	019	43	6	21	3	7	6	
Parke-Davis (938 PD)	folic acid tablets 5 mgm 100	..	..	..	..	..	..	..	
Parke-Davis (938 PD)	catarrh vaccine set of 3	..	..	..	..	..	..	..	
Parke-Davis (938 PD)	glutamic acid tablets 0.5 gm 1000	..	..	..	..	..	..	..	
Parke-Davis (938 PD)	yellow oxide of mercury eye ointment 2%	..	..	..	..	..	..	..	
Penicillamine (378 DCBL)	capsules 150 mgm ..	100	410	0ea	..	615	0	TS	
Penicillin V (378 DCBL)	suspension ..	2 oz	3	8ea	..	5	6	TS	
Penicillin-V (413 Lilly)	suspension ..	60 mils	3	10ea	..	5	9	TS	
	potassium syrup ..	60 mils	3	10ea	..	5	9	TS	
Penicillin-V-Sulpha (413 Lilly)	suspension ..	60 mils	4	8ea	..	7	0	ts4BTS	
Penitriad (971 PSMB)	granules for 2½ oz ..	..	78	0	..	9	9	ts4BTS	
Penotrane (1305 WB)	silicone cream 60 gm ..	..	5	0ea	..	7	6		
	200 gm ..	..	12	0ea	..	18	0		
	500 gm ..	..	25	0ea	..	37	6		
Penvikal (971 PSMB)	granules for 1½ oz ..	..	76	0	..	9	6	TS	
Peps (434 Fulford)	tube ..	..	9	5	2	4½	1	3	
	tin ..	..	17	0	4	3	2	3	
Pepsodent (955 Pepsodent)	tooth-paste ..	..	14	4½	3	5	1	11	
	..	..	21	4½	5	1	2	10	
Peritrate (1310 WW)	tablet sustained action 50	..	10	4ea	..	..	..	..	
	..	500	60	0ea	..	..	..	..	
Pertusa (147 Boots) 20 oz.	..	..	..	..	..	..	..	..	
Phanodorm (97 Bayer) tablets 25	..	..	..	..	..	..	..	..	
Philishave (977 PE)	battery model ..	7930	856	0	254	0	112	6	
Phillips (976 PS&T)	toothpaste ..	..	13	11	3	6½	1	11	
	..	..	20	7	5	2½	2	10	
Pifco (983 Pifco)	foot massager ..	1156	53	3	13	0	84	0	
Pilease (78 AS&Co)	ointment ..	..	19	3	4	9½	3	0	
Pineate (655 ICC)	cough syrup ..	..	20	8	5	2	2	9	
Pin-Up (955 Pepsodent)	home perm ..	..	33	7	15	11½	5	6	
	..	..	52	5	24	11	8	9	
Pipanol (97 Bayer) tablets 2 mgm 250	..	..	..	..	..	..	..	..	
Piptal (114 Bengel)	tablets 5 mgm ..	50	96	0	..	12	0		
	..	500	66	6ea	..	..	..	..	
Pitressin (938 PD) ampoules	1 mil ..	100	..	..	..	..	..	..	
Plaisir (Raphael) (386 Douck)	bath oil ..	..	56	0	28	0	9	6	
Pleniron (695 TK)	liquid ..	30 mils	68	0	17	0	9	9	
Polimylex (208 BW)	ampoule 1 mil ..	..	48	0	..	..	6	0	TS
Polionyelitis (969 Pfizer) vaccine	ampoule 1 mil ..	1	48	0	..	..	5	4	TS
	..	6	270	0	..	..	30	0	TS
Polivirin (518 Glaxo)	vial 10 mils ..	..	32	6ea	..	..	43	4	TS
	ampoules 1 mil ..	1	48	0	..	..	..	..	TS
	..	6	270	0	..	..	..	..	TS
Pomp (365 Demuth)	moth proofing aerosol 12 oz	..	54	0	..	..	6	0	
Ponds (256 CPL)	dry skin cream ..	..	14	10	7	5	2	4	
	moisturising foundation ..	..	15	10	7	11	2	6	
	cream ..	..	15	10	7	11	2	6	
Potter & Moore (994 P&M)	tissues ..	..	22	6	..	..	2	6	
	bath crystals ..	887	27	0	13	6	4	6	
	perfume ..	489	21	0	10	6	3	6	
	bubble bath drum ..	2231	24	0	6	0	3	6	
	eau de Cologne ..	368	42	0	21	0	7	0	
	frosted lavender ..	129	21	0	10	6	3	6	
	Cologne ..	370	21	0	10	6	3	6	
	fragrance ..	491	21	0	10	6	3	6	
	"Here's Tae Ye" ..	2007	29	6	14	9	4	11	
	lavender oil ..	1087	18						

powder cream	195	15	0	7	6	2	6	
smelling salts	537	17	6	8	9	2	11	
"Syphon" pack	2013	13	6	6	9	2	3	
violet oil	459	18	0	9	0	3	0	
Precortisyl (1087 Roussel)								
skin cream 0.25%	15 gm	75	0	..	..	9	4 1/2	TS
0.5%	5 gm	48	0	..	..	6	0	TS
	15 gm	126	0	..	..	15	9	TS
skin lotion 0.25%	20 mls	90	0	..	..	11	3	TS
Prednisolone (837 MSD)								
tablets 1 mgm	100	7	9ea	..	..	..	..	TS
	500	30	0ea	..	..	..	..	TS
5 mgm	100	26	0ea	..	..	..	..	TS
	500	120	0ea	..	..	..	..	TS
Prednisolone (938 PD)								
tablets 1 mgm	25	32	0	..	..	4	0	TS
	100	93	4	..	..	11	8	TS
	500	360	0	..	..	45	0	TS
5 mgm	25	90	0	..	..	11	3	TS
	100	312	0	..	..	39	0	TS
	500	1440	0ea	..	..	180	0	TS
Prednisone (938 PD)								
tablets 1 mgm	25	32	0	..	..	4	0	TS
	100	93	4	..	..	11	8	TS
	500	360	0	..	..	45	0	TS
5 mgm	25	90	0	..	..	11	3	TS
	100	312	0	..	..	39	0	TS
	500	1440	0ea	..	..	180	0	TS
Predasin (518 Glaxo)								
tablets	50	3	10 1/2ea	..	..	5	2	TS
	500	28	6ea	..	..	38	0	TS
Prednelan (518 Glaxo)								
tablets 1 mgm	100	7	9ea	..	..	10	4	TS
	500	30	0ea	..	..	40	0	TS
5 mgm	30	9	0ea	..	..	12	0	TS
	100	26	0ea	..	..	34	8	TS
	500	120	0ea	..	..	160	0	TS
Prednisone (147 Boots)								
tablets 1 mgm	30	28	6	..	..	3	2	TS
	100	93	0	..	..	10	4	TS
	500	360	0	..	..	40	0	TS
5 mgm	30	108	0	..	..	12	0	TS
	100	312	0	..	..	34	8	TS
	500	1440	0	..	..	160	0	TS
Prednisone (1263 Upjohn)								
tablets 5 mgm	30	9	0ea	..	..	..	..	TS
	100	26	0ea	..	..	..	..	TS
	500	120	0ea	..	..	..	..	TS
Prednisone (969 Pfizer)								
tablets 1 mgm	100	93	0	..	..	11	7 1/2	TS
	500	360	0	..	..	45	0	TS
5 mgm	30	108	0	..	..	13	6	TS
	100	312	0	..	..	39	0	TS
	500	1440	0	..	..	180	0	TS
Predsol (518 Glaxo)								
eye ointment	3 gm	3	9ea	..	..	5	0	TS
eye/ear drops	3 mls	4	0ea	..	..	5	4	TS
	10 mls	11	3ea	..	..	15	0	TS
lotion 0.1%	20 mls	4	3ea	..	..	5	8	TS
0.25%	20 mls	7	6ea	..	..	10	0	TS
ointment 0.25%	15 gm	6	3ea	..	..	8	4	TS
0.5%	5 gm	4	0ea	..	..	5	4	TS
	15 gm	10	6ea	..	..	14	0	TS
Predsol (518 Glaxo)								
retention enema	box of 7	45	6ea	..	..	60	8	TS
Predsol-N (518 Glaxo)								
eye ointment	3 gm	4	3ea	..	..	5	8	TS
eye/ear drops	3 mls	4	3ea	..	..	5	8	TS
	10 mls	12	0ea	..	..	16	0	TS
lotion 0.1%	20 mls	4	9ea	..	..	6	4	TS
0.25%	20 mls	8	0ea	..	..	10	8	TS
ointment 0.25%	15 gm	6	9ea	..	..	9	0	TS
0.5%	5 gm	4	3ea	..	..	5	8	TS
	15 gm	11	0ea	..	..	14	8	TS
Preparation "H" (655 ICC)								
suppositories	6	26	6	6	8	3	6	
Pretty Quick (1240 Tokalon)								
(distributors 327 WC)								
compact	15	0	7	6	2	6		
refill	10	6	5	3	1	9		
eye shadow	6	0	3	0	1	0		
face powder small	9	0	4	6	1	6		
hand cream	7	6	3	9	1	3		
	12	0	6	0	2	0		
lipstick	15	0	7	6	2	6		
mascara & eye pencil sets	12	0	6	0	2	0		
rouge	7	6	3	9	1	3		
Delete Prominal (97 Bayer) tablets 1/2 gr 1000								
1 gr 1000								
3 gr 1000								
Protecto (1108 SMC)								
cushions	12	0	..	..	..	1	6	
Pursennid (1098 Sandoz)								
tablets	20	26	0	..	..	3	3	
	40	46	0	..	..	5	9	
	200	194	0	..	..	24	3	
Quants (690 Keldon)								
witch hazel	13	8	3	5	2	0		
Radox (634 GH)								
bath salts	14	8	7	4	2	3		
	26	2	13	1	4	0		
Redcio (1215 Teasdale) lozenges								
linseed, licorice & chlorof.	1	8	5 1/2	..	..	3		
4 lb	2	8lb	9 1/2lb	..	..	5	0	
Red Roses (1355 Yardley)								
talcum	1108	27	0	13	6	4	6	
Rennies (634 GH)								
36 x 10	11	4	2	10	6			
	25	8	10	2	2 1/2	1	2	
	50	15	1	3	9 1/2	2	0	
	100	24	7	6	1 1/2	3	3	
Replique (Raphael) (386 Douek)								
bath oil	56	0	28	0	9	6		

Revlon (1052 Revlon)

aquamarine								
bath cubes ..	..9056	36	0	18	0	6	0	
dusting powder	..0302	111	0	55	6	18	6	
eau de toilette	..0964	87	0	43	6	14	6	
	0965	141	0	70	6	23	6	
lotion 4 oz ..	..0807	46	6	23	3	7	9	
5 oz ..	..0801	53	6	26	9	8	11	
6 oz ..	..0839	66	0	33	0	11	0	
deodorant ..	..0882	51	0	25	6	8	6	
soap ..	..0798	72	0	18	0	10	6	
spray mist ..	..0785	177	0	88	6	29	6	
talc ..	..0607	63	0	31	6	10	6	
beauty case ..	..9982	110	0ea	27	6ea	192	6	
build up ..	..0788	129	0	64	6	21	6	
cheekstick ..	..0701	51	0	25	6	8	6	
cuticle massage cream	0240	57	0	28	6	9	6	
oil ..	..0400	36	0	18	0	6	0	
remover ..	..0405	36	0	18	0	6	0	
creamy ..	..0241	51	0	25	6	8	6	
face powder ..	..0614	37	6	18	9	6	3	
frosted profile	..0222	49	6	24	9	8	3	
lipstick Lanolite	..0523	69	0	34	6	11	6	
refill ..	..0556	39	0	19	6	6	6	
Lustrous	..0574	69	0	34	6	11	6	
refill ..	..0557	39	0	19	6	6	6	
lipstick case Futurama	0502	64	6	32	3	10	9	
	0505	64	6	32	3	10	9	
liquid rouge ..	..0702	46	6	23	3	7	9	
nail cream ..	..0301	36	0	18	0	6	0	
enamel regular	..0101	33	0	16	6	5	6	
frosted ..	..0111	49	6	24	9	8	3	
gold ..	..0120	57	0	28	6	9	6	
nail fix ..	..0306	41	6	20	9	6	11	
non-smear remover	..0419	24	0	12	0	4	0	
non-smudge remover	..0424	33	0	16	6	5	6	
solvent ..	..0427	24	0	12	0	4	0	
sun bath normal	..0696	51	0	25	6	8	6	
	0695	63	0	31	6	10	6	
sensitive ..	..0609	57	0	28	6	9	6	
	0697	69	0	34	6	11	6	
Rexall (1053 Rexall)								
children's aspirin ..	50	12	0	3	0	1	9	
Rhino-Antipeol (829 MBL)								
ointment ..	tube	17	0	4	0	2	5	
		32	0	8	0	4	6	
Rhyso-Val (276 C&C)								
dragees ..	.. 100	36	0	..	..	4	0	ts4B
Ricory (883 Nestle)								
4 oz	21	0	..	..	..	2	0	
Rikospray (1061 Riker)								
silicone ..	.. hp	46	0ea	11	6ea	..	..	
benzocaine ..	.. hp	36	0ea	..	..	..	..	
Risunal (503 G)								
cream 20 gm ..	..	28	6	7	1 1/2	4	2	
Robe d'un Soir (236 Carven)								
perfume 2 oz ..	..9002	96	0ea	48	0ea	192	0	
flacon de voyage	..9046	65	0ea	32	6ea	130	0	
Roberts Windsor (1070 Windsor)								
bath cubes ..	..1116	18	6	9	0	3	0	
bath disk ..	..1103	14	6	3	6 1/2	1	11	
hand cream ..	..1117	15	6	7	6 1/2	2	6	
brown windsor soap								
toilet ..	..1451	8	9	2	1 1/2	1	2	
bath ..	..1452	17	6	4	3 1/2	2	4	
Hi-White family pack 5050		150	0	..	..	1	3	
		gross						
handy size ..	..5047	60	0	..	..	6		
		gross						
soap flakes ..	..5081	208	0	..	..	1	8	
		gross						
soap toilet ..	..1101	6	11	1	8 1/2	11		
luxury size ..	..1106	11	4	2	9	1	6	
talcum powder	..1115	16	9	8	2	2	9	
Robinson's (285 Colman)								
lemon & orange squashes								
26 oz	25	0	..	..	..	2	6	
Roccal (97 Bayer)								
antiseptic ..	.. 6 oz	19	4	..	..	2	5	
	16 oz	48	0	..	..	5	4	
	80 oz	150	0	..	..	17	6	
Delete								
cream all sizes								
S.7 (218 Calmic)								
cream ..	.. 30 gm	46	0	11	6	6	8 1/2	
dusting powder	.. 15 gm	25	0	6	3	3	8	
	.. 75 gm	59	0	14	9	8	7	
jelly ..	.. 15 gm	26	0	6	6	3	9 1/2	
Saifon (63 Arnold)								
colour-gloss oil	..	38	0	19	0	6	4	
glamour hair rinse	..	38	0	19	0	6	4	
hair dye ..	..	44	0	22	0	7	4	
bleach ..	..	44	0	22	0	7	4	
white henna ..	..	38	0	19	0	6	4	
St. James Balm (829 MBL)								
	16	0	4	0	2	3		
	29	0	7	0	4	0		
Salimed (830 Medo)								
tablets ..	.. 100	72	0	..	..	9	0	
	250	13	4ea	..	..	20	0	
	500	21	0ea	..	..	31	6	
	1000	40	0ea	..	..	60	0	
compound ..	.. 25	40	0	..	..	5	0	ts1s4
	100	10	6ea	..	..	15	9	ts1s4
	250	24	0ea	..	..	36	0	ts1s4
Salupres (837 MSD)								
tablets ..	.. 25	6	0ea	..	..	9	0	ts4B
Sancos (1098 Sandoz)								
syrup ..	.. 2 oz	18	0	4	6	2	8	
	dp 4 oz	30	0	..	..	..	..	
	dp 2 litre	420	0	..	..	..	..	
Sandersons (1097 Sandersons)								
bad cold mixture ..	..	18	0	4	6	2	6	
composition essence	.. 4 oz	11	0	2	9	1	8	
indian brandee	.. 2 oz	11	0	2	9	1	8	

indigestion mixture ..	18 0	4 6	2 6	
infants soothing syrup ..	11 0	2 9	1 8	
throat specific ..	14 4	3 7	2 0	
vapour rub ..	11 0	2 9	1 8	
Sanilav (671 Jeyes)				
plastic pack ..	24 8	..	2 9	
Saville (1105 Saville)				
(distributors 261 Christy)				
orange blossom perfume	500	24 0	12 0	4 0
stick ..	110	30 0	15 0	5 0
"Top-to-Toe" ..	332	30 0	15 0	5 0
	334	45 0	22 6	7 6
Scholl's (Dr.) (1108 SMC)				
balm with placenta ..	120 0	60 0	19 6	
foot lotion ..	23 0	14 0	4 8	
met lift supports pair	60 0	..	7 6	
met cushion pair	20 0	..	2 6	
pine bath cubes ..	15 0	7 6	2 6	
toe prop ..	26 0	..	3 3	
toe separators ..	6 0	..	9	
Scheriproct (1107 SAGB)				
(distributors 973 Pharmethicals)				
ointment tubes dp 50	293 0ea	..	439 6 TS	
Seal Fast (1052 Revlon) 0216	33 0	16 6	5 6	
Secret Love (876 MP) all products				
Secret Love Song (876 MP)				
perfume ..	9 0	4 6	1 6	
talcum ..	15 0	7 6	2 6	
Secto (333 Cupal)				
ant killer aerosol .. 5 oz	..	..	3 9	
fly spray .. 5 oz	..	..	3 9	
mothproof .. 5 oz	..	..	3 9	
woodworm killer .. 5 oz	..	..	3 9	
Selen (2 Abbott)				
suspension vet .. 6 oz	6 10ea	..	10 3	
	16 oz	17 0ea	25 6	
Selora (97 Bayer)				
powder .. 2 oz	29 0	..	3 3	
	8 oz	88 0	9 9	
Selsun (2 Abbott)				
cream .. 1 oz	3 0ea	..	4 6	
suspension .. 1 oz	2 0ea	..	3 0	
	2 oz	3 8ea	5 6	
	4 oz	6 10ea	10 3	
Seventh Heaven (1105 Saville)				
(distributors 261 Christy)				
perfume .. 800	24 0	12 0	4 0	
stick .. 110	30 0	15 0	5 0	
cocktail shaker .. 101	22 6	11 3	3 9	
"Top-to-Toe" .. 332	30 0	15 0	5 0	
	334	45 0	22 6	7 6
Seven Wonders (1052 Revlon) 0408	75 0	37 6	12 6	
Signal (509 Gibbs)				
toothpaste ..	15 10	3 10½	2 1	
	23 3½	5 8½	3 1	
Silvavin (1030 Ravika)				
lavender bath tablets (5)	14 0	7 0	3 0	
	10 pkts	10 pkts		
Sipolite (361 Dearborn)	27 0	13 6	4 6	
Sister Laura's (1146 SL)				
food .. 8 oz	23 9	..	2 6	
	16 oz	45 2	4 9	
Skylon (461 FL)				
feeding bottle ..	13 4	..	1 8	
Snowfire (563 Hampshire)				
baby powder ..	154 8	38 2	1 9	
	gross	gross		
	59 8	14 9	8	
	gross	gross		
	150 6	37 2	1 8	
	gross	gross		
Soberette (175 BCP)				
tablets ..	18 0	..	2 0	
Soothene (727 Lane)				
antiseptic ointment .. 1 oz	17 11	4 6	2 6	
Speedway (438 ER)				
s/sedge blades (6) ..	27 10	6 11½	2 0	
	(24 pkts)	(24 pkts)		
Spurt (1037 Reckitt)				
liquid feed ..	28 0	..	3 6	
8.R. (509 Gibbs)				
toothpaste ..	14 6½	3 6½	1 11	
	21 5	5 2	2 10	
	27 7½	6 8	3 8	
	58 3	14 2	7 9	
aerosol				
Stelabid (1153 SKF)				
tablets .. 30	144 0	..	18 0 ts4B	
	250	95 0ea	142 6 ts4B	
Stelabid (1153 SKF)				
Spansules .. 30	..	..	..	
	250	..	..	
Stelazine (1153 SKF)				
Spansules 2 mgm .. 30	12 0ea	..	18 0 ts4B	
	250	95 0ea	142 6 ts4B	
Stemetil (971 PSMB)				
amponles 1-25% 2 mls 10	..	..	..	
Sterathal (1305 WB) suspension 4 oz and 16 oz				
Streptomycin (147 Boots) sulphate				
amponles 0-75 gm x 1-5 ml	6	7 6ea	11 3 TS	
	100	120 0ea	180 0 TS	
Striatran (837 MSD)				
tablets 200 mgm .. 25	6 0ea	1 6ea	10 6 ts4B	
	100	20 0ea	35 0 ts4B	
Stride (179 BDH)				
perfume .. 8004	636 0	310 1	110 0	
Suba-Seal (479 WF)				
feeding bottle, polythene	4 oz	..	1 3	
bathing caps	8 oz	..	1 6	
Delete Chlc ..	..	..	..	
Coronet ..	28 6	2 0	3 9	
Suba-Charm ..	35 0	2 0	4 6	
Suba-Joy ..	46 0	2 0	5 11	
Suba-Gay ..	41 0	2 0	5 3	
Submarine (555 Haffenden)				
swimming caps				
hairline No 1 ..	30 4	1 6	3 11	
Delete penguin floral ..	..	..	..	
Sulmezil V (649 ICI)				
suspension .. 2 oz	78 0	..	9 9 s4BTS	
Sunsilk (509 Gibbs)				
Delete liquid polythene tube both				
sizes ..	12	27S 5	65 3	34 5
Super Cryozol (328 CCC)				
Supersoft (563 Hampshire)				
hand cream ..	115 6	57 0	1 6	
	gross	gross		
Sure Shield (549 Guest)				
antiseptic cream ..	15 0	..	2 3	
cold relief tablets ..	18 6	4 7½	2 9	
pastilles				
antiseptic ..	11 6	2 10½	1 9	
blackcurrant & glycerine	11 6	..	1 6	
catarrh ..	11 6	2 10½	1 9	
cherry cough ..	11 6	2 10½	1 9	
children's cough ..	11 6	2 10½	1 9	
codeine linctus ..	12 6	3 1½	2 0	
Gee's B.P.C. ..	11 6	..	1 6	
Gee's & chlorodyne	11 6	..	1 6	
glycerine, lemon & honey	11 6	..	1 6	
honey, aniseed & friars	11 6	2 10½	1 9	
menthol et eucalyptus	11 6	2 10½	1 9	
menthol et eucalyptol				
B.P.C.1949	11 6	..	1 6	
pholcodine ..	12 6	..	1 9	
smoker's cough ..	11 6	2 10½	1 9	
Vox bronchial ..	11 6	2 10½	1 9	
Sustacol (972 Pharmax)				
tablets .. 20	6 4½ea	..	ts4A	
	200	42 0ea	ts4A	
Swift (581 Haynor)				
battery shaver ..	36 3ea	8 10ea	58 10	
Sybol (987 PPL)	20 oz	100 0	12 6	
Tabloid (208 BW)				
ergometrine maleate				
injection 0-5 mgm/1 ml 10	68 0	..	8 6 pls1	
	100	520 0	65 0 pls1	
tablets 0-5 mgm .. 25	100 0	..	12 6 pls1	
	100	346 0	43 3 pls1	
	500	1512 0	189 0 pls1	
Tanfastic (876 MP)	.. tube	21 0	10 6	3 6
Taractan (1074 Roche)				
ampoules 30 mgm .. 6	74 0	..	9 3	
	50	43 4ea	65 0	
tablets 5 mgm .. 50	44 0	..	5 6	
	250	14 8ea	22 0	
15 mgm .. 50	90 0	..	11 3	
	250	30 0ea	45 0	
50 mgm .. 50	18 10ea	..	28 3	
	250	75 0ea	112 6	
T.B.P. (174 BA)				
hair and scalp treatment	22 6	5 7½	2 11½	
Tenuate (838 MN)				
tablets .. 30	72 0	..	9 0	
	100	212 0	26 6	
	500	84 8ea	127 0	
Terra-Cortril (969 Pfizer)				
spray .. 1 oz	174 0	..	21 9 TS	
Tersavid (1074 Roche)				
tablets 50 mgm .. 50	88 0	..	11 0	
	250	23 0ea	42 0	
Tetanus toxoid (938 PD)				
ampoules ½ ml x 3 ..	36 0	..	4 6	
vial 5 mls ..	76 0	..	9 6	
Delete Theominal (97 Bayer) tablets 50				
	5000			
Thrive (1037 Reckitt)				
fertiliser .. 1 lb	16 0	..	2 0	
	3 lb	36 0	4 6	
	7 lb	56 0	7 0	
	14 lb	88 0	11 0	
	28 lb	164 0	20 6	
	56 lb	304 0	38 0	
Thru (1053 Rexall)				
jel .. 2 oz	41 0	..	4 9 p1	
liquid .. 2 oz	41 0	..	4 9 p1	
	5 oz	66 0	8 0 p1	
Toddilox (563 Hampshire)				
Toddlers' (122 Bickiepgs)				
crusts ..	16 6	..	1 10	
Tokalon (1240 Tokalon)				
(distributors 327 WC)				
cleansing cream .. jar	7 6	3 9	1 3	
	12 0	6 0	2 0	
	22 6	11 3	3 9	
face powder large ..	15 0	7 6	2 6	
rose skinfood .. jar	9 0	4 6	1 6	
	15 0	7 6	2 6	
	30 0	15 0	5 0	
vanishing cream .. jar	9 0	4 6	1 6	
	15 0	7 6	2 6	
	30 0	15 0	5 0	
Tonrinz (563 Hampshire)				
	44 9	22 1	7	
	gross	gross		
Trescatyl (971 PSMB)				
powder .. 2 gm	80 0	20 0	11 8	
tablets 250 mgm .. 50	43 4ea	10 10ea	75 10	

Tri-Adcortyl (1176 Squibb)									
ointment ..	5 gm	7	3ea	..	10	10 1/2	TS		
	15 gm	18	6ea	..	27	9	TS		
Triomonic (1303 Wander)									
tablets ..	25	60	0	..	7	6	pls7		
Triotussic (1303 Wander)									
suspension ..	4 oz	60	0	15	0	8	9 1/2	7	
	20 oz	256	0	64	0	37	4 1/2	7	
Trufood (1249 Trufood)									
junior foods ..	jar	12	0	..	1	3			
Trugel (634 GH) ..		17	4	8	8	2	10		
<i>Delete</i> Tusana (147 Boots) 20 oz and 50 oz									
Tutu (1105 Saville)									
(distributors 261 Christy)									
perfume ..	900	24	0	12	0	4	0		
stick ..	110	30	0	15	0	5	0		
cocktail shaker ..	101	22	6	11	3	3	9		
"Top-to-Toe" ..	332	30	0	15	0	5	0		
	334	45	0	22	6	7	6		
Tyrimide (1153 SKF)									
tablets 5 mgm ..	30	92	6	..	11	7			
	250	57	10ea	..	86	9			
U.R.A. (912 O)									
ointment ..	1 oz	21	6	5	4	3	0		
Valderma (343 DH)									
tube ..	large	30	7 1/2	..	3	6			
Val-Pak (343 DH)									
tube ..	14	6	7	3	2	3			
Vandid (1061 Riker)									
infusion 540 mls ..	25	4ea	..	38	0				
<i>Delete</i> Vanese (1268 VP) antilgastric mixture									
Vanquin (938 PD)									
suspension ..	1 oz	56	0	..	7	0			
	16 oz	720	0	..	90	0			
Vaseline (256 CPL)									
petroleum jelly									
yellow ..	dp 7 lb	150	0	..					
white ..	dp 7 lb	192	0	..					
hair cream dispenser ..		55	10	27	11	8	9		
refill ..		24	4	12	2	3	10		
V-Cil-K (413 Lilly)									
syrup 30 mls ..		3	10ea	..	5	9	TS		
60 mls ..		6	4ea	..	9	6	TS		
V-Cil-K Sulpha (413 Lilly)									
suspension 60 mls ..		4	8ea	..	7	0 1/2	4BTS		
Vecortenol (262 CIBA)									
injection 100 mgm	4 mls	12	11ea	..	16	1	TSVPO		
250 mgm	10 mls	30	0ea	..	37	6	TSVPO		
<i>Delete</i> Vegolysen (971PSMB)									
solution 10% 1 ml ..	10	..	..	..	..	..	..		
Velouty (379 Dixor)									
beauty foundation ..	12	0	6	0	2	0			
cleansing cream ..	12	0	6	0	2	0			
foundation cream ..	12	0	6	0	2	0			
powder cream ..	tube	8	0	4	0	1	4		
	jar	13	2	6	7	2	3		
	19	2	9	7	3	3			
skin food ..	12	0	6	0	2	0			
Velpuff (379 Dixor)									
cream powder refill ..	9	0	4	6	1	6			
Veno's (104 BP)									
cough mixture ..	31	2	7	9 1/2	4	0			
Venuies (97 Bayer)									
automatic syringe plain	16	6	..	..	1	10			
oxalate ..	22	6	..	..	2	6	p2		
Wintrobe ..	22	6	..	..	2	6	p2		
Ven-Yusa (484 Fulford)									
Vert et Blanc (236 Carven)									
perfume flacon de voyage	6046	52	6ea	26	3ea	105	0		
Vetidrex (262 CIBA)									
injection vial 10 mls ..	1	16	9ea	..	21	0	VSO		
	5	80	4ea	..	100	6	VSO		
tablets ..	25	11	0ea	..	13	9	VSO		
	100	41	8ea	..	52	3	VSO		
Vetiver (236 Carven)									
Cologne 2 oz ..	3728	8	9ea	4	4ea	17	6		
8 oz ..	3730	27	6ea	13	9ea	55	0		
Viacutan (1305 WB)									
tulle 5 in x 5 yd	hp	264	0	66	0	38	6		
Vibacticide (1276 Vibac)									
fowl disinfectant ..	1 qt	..	..	..	25	0			
	5 gal	..	..	..	400	0			
Vigdor (299 CV)									
after shave lotion	9 1/2 oz	80	0	39	0	13	6		
bath oil capsules									
"Brolly" pack ..	25	6	12	5	4	3			
"Fairly Wand" ..	20	0	9	9	3	4			
bubble bath essence									
"Pink Champagne" sachet	6	10	1	8	1	0			
2-3 bath ..	17	0	4	2	2	6			
6 bath ..	32	6	7	11	4	9			
18 bath ..	65	6	16	0	9	6			
Devon Violet perfume 1/2 oz	32	0	15	7	5	6			
eau de Cologne or lavender									
water ..	14	0	6	9	2	4			
decanter 26 oz	66	6	32	5	11	0			
export Cologne or lavender water									
"Champagne" ..	4 oz	42	0	20	6	7	0		
"Raffia Net" ..									
eau de Cologne ..	12 oz	42	0	20	6	7	0		
"Winchester" ..									
eau de Cologne ..	20 oz	42	0	20	6	7	0		
	40 oz	80	0	39	0	13	3		
	10 oz	14	0	6	9	2	4		
talcum powder drum									
Vioform (262 CIBA) veterinary									
hydrocortisone salve ..	4	2ea	..	5	3	TSVSO			
scour paste ..	2 oz	7	8ea	..	9	9			
tablets ..	30	4	3ea	..	5	4 1/2			
	200	23	9ea	..	29	9			
Vionate (1176 Squibb) ..	1 lb	3	8ea	..	5	6			
	2 lb	18	8ea	..	28	0			

		10 lb	80	0ea	..	120	0		
		50 lb	333	4ea	..	500	0		
Delete	Vita-Glow (299 CV)								
	Waking Beauty (1052 Revlon)								
	0919		75	0	37	6	12	6	
	Walk Strates (1108 SMC)	pair	30	0	1	6	3	11	
	Wellcome (208 BW)								
	ergometrine maleate								
	0.5 mgm in 1 mil	.. 10	68	0	..	..	8	6	pls1
		100	520	0	..	..	65	0	pls1
Delete	tetanus toxoid 0.5 mil	3	36	0	..	..	4	6	
Delete	1 cc ..	3							
Delete	vial ..	5 mls	76	0	..	..	9	6	
Delete	10 mls								
	calcium borogluconate solution								
	20% vet. 400 cc								
	Wernets Dr. (1178 Stafford)								
	(distributors 451 F&J)								
	denture powder	..	26	0	..	..	3	3	
	Wescodyne (115 Bengue)								
	germicide	.. 16 oz	192	0	..	..			
		80 oz	720	0	..	..			
	Winslow's, Mrs. (261 Christy)								
	syrup		20	7	5	2	3	0	
	Wright's (1351 WLU)								
	shampoo liquid soapless		13	8	4	8	2	6	
	sachet		12	6	3	1 1/2	7		
			3 doz		3 doz				
	Yardley (1355 Yardley)								
	after shave lotion	.. 2058	36	0	13	0	6	0	
		2059	63	0	31	6	10	6	
	astringent lotion	.. 1430	36	0	18	0	6	0	
	brilliantine solid	.. 1639	21	0	10	6	3	6	
		1641	27	0	13	6	4	6	
	spirit	.. 1637	30	0	15	0	5	0	
	complexion milk	.. 1419	36	0	18	0	6	0	
	dryskin cleansing cream								
		1413J	33	0	16	6	5	6	
		1413L	54	0	27	0	9	0	
	English complexion cream								
		1414J	33	0	16	6	5	6	
		1414L	54	0	27	0	9	0	
	feather foundation	.. 1516	33	0	16	6	5	6	
	foundation cream	.. 1410	33	0	16	6	5	6	
	hair oil	.. 1734	24	0	12	0	4	0	
	hand cream	.. 1415	27	0	13	6	4	6	
	lavender perfume	.. 7282	40	0	20	0	6	8	
		7283	58	0	29	0	9	8	
		7284	80	0	40	0	13	4	
		7286	120	0	60	0	20	0	
	bath dusting powder	1709	72	0	36	0	12	0	
	quick change refill	.. 68	27	0	13	6	4	6	
	liquefying cleansing cream								
		1412J	33	0	16	6	5	6	
		1412L	54	0	27	0	9	0	
	pre-electric shaving lotion								
		2022	42	0	21	0	7	0	
	skin freshener	.. 1418	36	0	18	0	6	0	
	talcum	.. 7208	27	0	13	6	4	6	
		1703	45	0	22	6	7	6	
	talcum invisible	.. 2008	33	0	16	6	5	6	
	shower	.. 2009	36	0	18	0	6	0	
	tender skin lotion	.. 2158	39	0	19	6	6	6	
	violet hair oil	.. 1934	24	0	12	0	4	6	
	vitamin skin food	1411J	39	0	19	6	6	6	
		1411L	57	0	28	6	9	6	
	Youthexa (63 Arnold)								
	after-hair lotion	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	anti-grease scalp pack		44	0	22	0	7	4	
			66	0	33	0	11	0	
	astringent cream	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	blackhead remover outfit		66	0	33	0	11	0	
	cleansing cream	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	easy hair tint	..	38	0	19	0	6	4	
	hair grokalr	..	44	0	22	0	7	4	
	tinting crayon	..	38	0	19	0	6	4	
	remover stick	..	29	0	14	6	4	10	
			44	0	22	0	7	4	
	hand balm	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	hand cream	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	powderstone hair eraser		66	0	33	0	11	0	
	skin food cream	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	tonic clay pack	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	tonic eyelash cream	..	38	0	19	0	6	4	
	wrinkle cream	..	44	0	22	0	7	4	
			66	0	33	0	11	0	
	Zam-Buk (484 Fulford)								
	cream	..	24	8	6	2	3	3	
	ointment	..	10	0	2	6	1	4	
			15	0	3	9	2	0	
			36	0	9	0	4	9	
			61	8	15	5	8	0	
	suppositories	..	18	10	4	8 1/2	2	6	
	Zamcones (484 Fulford)		28	4	7	1	3	9	
	Zap (1070 Windsor)								
	pumice soap	.. 3000	55	6	..	..		6	
			gross						
	Zarontin (938 PD)								
	capsules 0.25 gm	.. 50	14	0ea	..	21	0		
		500	126	8ea	..	190	0		
	Zynotracin (378 DCBL)								
	ointment	5 gm	5	6ea	..	8	3	TS	
		15 gm	15	0ea	..	22	6	TS	

AMENDMENTS TO KEY TO SUPPLIERS:

- (154B)=BOEHRINGER INGELHEIM, (DIVISION OF PFIZER, LTD.),
137 Sandgate Road, Folkestone, Kent. Folkestone 51961
(292 C)=CONTINENTAL LABORATORIES, LTD., 85 Church Road,
Hove, Sussex. Hove 70599.
(371 Destrol)=DESTROL, LTD., 64 Cannon Street, London, E.C.4.
(461 FL)=FIBRENYLE, LTD., Skylon House, Park Royal Road, London,
N.W.10. Elgar 6006.
(483 Fryer)=FRYER & CO. (NELSON), LTD., Victory Factories, Nelson,
Lancs. Nelson 64311.
(506 Gerhardt)=GERHARDT-PENICK & CO., LTD., Thornton Labora-
tories, Purley Way, Croydon, Surrey. Thornton Heath 4266.
(580 Havinden)=G. HAVINDEN, LTD., 61 Lilford Road, London, S.E.5.
Brixton 8762.
Deletes (604 Hewlett)=C. J. HEWLETT & SON, LTD.
(604 AH)=ASTRA-HEWLETT, LTD.
(782 Luxan)=LUXAN, LTD., Luxan Works, Daniel Street, Oldham,
Lancs. Main 6421.
(816 Mayborn)=MAYBORN PRODUCTS, LTD., 139 Sydenham Road,
London, S.E.26. Sydenham 4422.
(834 ML)=MILES LABORATORIES, LTD., Stoke Court, Stoke Poges,
Bucks. Farnham Common 1280.
(1017 PO)=PULLIN OPTICAL CO., LTD., Ellis House, Aintree Road,
Perivale, Middlesex. Alperton 1541.
(1047 Rentokil)=RENTOKIL PRODUCTS, LTD., School Lane, Fetcham,
Surrey. Leatherhead 4021.
(1105 Saville)=SAVILLE PERFUMERY, LTD., 16 Sackville Street,
London, W.1. Regent 4344.
(1144 DS)=(Dr.) SINGHA CO., LTD., 1 Victoria Street, Caernarvon.
Caernarvon 2117.
(1258 UP)=UNI-PHARMA, LTD., 229a Shaftesbury Avenue, London,
W.C.1. Temple Bar 9971.
(1262 UL)=UNIVERSAL LABORATORIES, LTD., Wear Bay Road,
Folkestone, Kent. Folkestone 51981.
(1276 Vibac)=VIBAC LABORATORIES, LTD., 90 High Street, Boving-
don, Herts. Bovingdon 3289.
(1379 DT)=DAVID TAYLOR & SON, LTD., Taylor House, 52 Southwark
Street, London, S.E.1. Hop 4499.

THIS WEEK'S CHANGES

NEW and altered entries notified for the first time.

A=Advanced. R=Reduced.

Entries new this week are marked thus:—●

R Achromycin (746 Lederle)									
capsules	50 mgm	..	25	9	6ea	..	14	3	TS
			100	35	Sea	..	53	6	TS
	250 mgm	..	16	25	6ea	..	38	3	TS
			100	153	4ea	..	230	0	TS
			1000	1480	6ea	..	2220	9	TS
for ear solution									
powder vial 50 mgm				6	0ea	..	9	0	TS
diluent vial 10 mils									
for oral suspension 1.5 gm									
	1 oz		9	6ea	..	14	3	TS	
intramuscular vial	100 mgm		4	6ea	..	6	9	TS	
intravenous vial	100 mgm		4	2ea	..	6	3	TS	
	250 mgm		8	6ea	..	12	9	TS	
	500 mgm		15	4ea	..	23	0	TS	
ointment 3% ..	.. ½ oz		4	0ea	..	6	0	TS	
	1 oz		7	2ea	..	10	9	TS	
ophthalmic ointment 1% ..	6		6	0ea	..	9	0	TS	
powder sterilised ..	vial		4	10ea	..	7	3	TS	
oil suspension 1% ..	10 mils		6	6ea	..	9	9	TS	
pediatric drops	10 mils		6	6ea	..	9	9	TS	
soluble tablets	.. 100		35	Sea	..	53	6	TS	
syrup ..	.. 2 oz		9	6ea	..	14	3	TS	
	16 oz		68	Sea	..	103	0	TS	
tablets 50 mgm	.. 25		9	6ea	..	14	3	TS	
	100		35	Sea	..	53	6	TS	
250 mgm	.. 16		25	6ea	..	38	3	TS	
	100		153	4ea	..	230	0	TS	
	1000		1480	6ea	..	2220	9	TS	
troches 15 mgm	.. 25		3	Sea	..	5	6	TS	
R Achromycin V (746 Lederle)									
capsules 50 mgm	.. 25		9	6ea	..	14	3	TS	
	100		35	Sea	..	53	6	TS	
250 mgm	.. 16		25	6ea	..	38	3	TS	
	100		153	4ea	..	230	0	TS	
	1000		1480	6ea	..	2220	9	TS	
pediatric drops	10 mils		6	6ea	..	9	9	TS	
syrup ..	.. 2 oz		9	6ea	..	14	3	TS	
	16 oz		68	Sea	..	103	0	TS	
A Albion (339 CG)									
cotton wool ..	.. 1 oz		5	5	..	..	..	..	..
	2 oz		8	8	..	..	..	..	..
	4 oz		14	7	..	..	..	..	..
	8 oz		25	5	..	..	..	..	..
	16 oz		3	10 ½ ea	..	..	..	..	..
R Ambramycin (70 Aspro)									
capsules 250 mgm	.. 16		25	6ea	..	..	..	..	TS
	60		92	0ea	..	..	..	..	TS
	250		372	6ea	..	..	..	..	TS
suspension 2.5% ..	60 mils		9	6ea	..	..	..	..	TS
● Aspellin (1023 Radiol)									
aspirin liniment	dp 16 oz		132	0	..	..	..	..	..
	dp 80 oz		600	0	..	..	..	..	..
R Aureomycin (746 Lederle)									
capsules 50 mgm	.. 25		9	6ea	..	14	3	TS	
	100		35	Sea	..	53	6	TS	

	250 mgm	.. 16	25	6ea	..	38	3	TS
		100	153	4ea	..	230	0	TS
		1000	1480	6ea	..	2220	9	TS
	ear solution 50 mgm vial		6	0ea	..	9	0	TS
	ointment 3% ..	.. ½ oz	4	0ea	..	6	0	TS
		1 oz	7	2ea	..	10	9	TS
	ophthalmic 1% ..	6 × ⅛ oz	6	0ea	..	9	0	TS
	sterilised vial	..	4	10ea	..	7	3	TS
	soluble tablets 50 mgm	100	35	8ea	..	53	6	TS
	syrup ..	.. 4 oz	19	0ea	..	28	9	TS
		16 oz	68	8ea	..	103	0	TS
	troches	.. 25	3	8ea	..	5	6	TS
R	Drapolene (218 Calmie)							
	cream ..	.. 2 oz	29	4	..	3	8	
		1 lb	120	0	..	15	0	
A	Hematest (843 ML)							
	tablets ..	.. 50	90	0	..	11	3	
R	Ledermycin (746 Lederle)							
	capsules 150 mgm	.. 16	25	6ea	..	38	3	TS
		100	153	4ea	..	230	0	TS
		1000	1480	6ea	..	2220	9	TS
	drops ..	.. 10 mils	6	6ea	..	9	9	TS
	symp ..	.. 2 oz	9	6ea	..	14	3	TS
		16 oz	68	8ea	..	103	0	TS
	Madribon (1074 Roche)							
●	syrup ..	50 mils	76	0	..	9	6	†s4B
		500 mils	52	8ea	..	79	0	†s4B
	Margo's (798 Margolis)							
	baby powder ..	..	8	0	2	0	1	3
			12	6	3	1½	2	0
	hand cream ..	..	6	6	3	3	1	3
●	hair lacquer aerosol ..	..	27	6	13	6	4	11
	spray bottle ..	..	11	0	5	6	2	0
	refill sachet ..	..	3	6	1	9	1	0
	petroleum jelly ..	..	9	0	..	..	1	0
		..	18	0	..	..	2	0
●	razor blades blue	.. 25	31	8	7	11	1	6
			(1000)		(1000)			
	shampoo							
	egg & lanolin sachet		21	0	5	3	4	
●			gross	gross	gross	gross		
	twin pack sachet		41	0	10	3	7	
●			gross	gross	gross	gross		
●	bottle ..	.. 4 oz	9	0	2	3	1	6
●	medicated							
	twin pack sachet		41	0	10	3	7	
			gross	gross	gross	gross		
	bottle ..	.. 4 oz	9	0	2	3	1	6
	talcum powder							
	bouquet of flowers,							
	honeysuckle, lily of the							
	valley, rose ..	..	16	8	8	4	2	11
	lavender ..	..	7	2	3	7	1	6
		..	16	8	8	4	2	11
●	tonie hair cream	sachet	1	8	10	3	3	
		large	7	2	3	7	1	6
		giant	12	6	6	3	2	6
●	Navidrex (262 CIBA)							
	tablets ..	.. 25	72	0	..	..	9	0
		100	270	0	..	..	33	9
		500	108	9ea	..	..	163	1½
	Niagara (90 B&F)							
	blackcurrant drink	12 oz	33	9	..	..	3	6
●	Numorphan (179 BDH)							
	Snapules 1.1 mil	.. 6	90	0	..	..	11	3
		25	288	0	..	..	32	5
A	Occultest (843 ML)							
	tablets ..	.. 50	90	0	..	..	11	3
●	Persantin (154 B)							
	ampoules 10 mgm	.. 5	6	6ea	1	7½ ea	11	4½
		25	24	6ea	6	1½ ea	42	10½
	tablets 25 mgm	.. 30	9	6ea	2	4½ ea	16	7½
		200	57	0ea	14	3ea	99	9
●	Portyn (938 PD)							
	Kapseals ..	.. 30	80	0	20	0	11	8
		250	51	8ea	12	11ea	90	5
	Primes (1277 VI)							
	roll ..	..	7	6	1	10½	1	0
	carton ..	..	18	10	4	8½	2	6
	3 roll ..	..	20	10	5	2½	2	9
	large ..	..	36	0	9	0	4	9
R	Robinade (285 Colman)	sachet	9	4gross	..	..	1	
	Therex (1277 VI)							
	tablets ..	..	26	6	6	7½	3	6
		..	47	3	11	10	6	3
R	Virugon (97 Bayer)							
	tablets ..	.. 48	10	8ea	2	8ea	18	8
		500	105	8ea	26	5ea	184	11
	Yestos (422 EGC)							
	irradiated puppy powder							
		8 oz	38	0	..	..	4	0
	veterinary yeast tablets	100	12	0	..	..	1	6
		1000	77	0	..	..	8	6
		2500	15	0ea	..	..	20	0
	Yestos E (422 EGC)							
	veterinary yeast tablets	75	32	0	..	..	4	0
		250	80	0	..	..	10	0
		1000	25	0ea	..	..	37	6

NEW

Bartex 'SUPERSTYLE'

SUPERLENS

Completely new colourful range

—for him, for her



WOMEN'S STYLE
NO. 811

Individually packed in easy-display slide-open boxes



MEN'S STYLE
NO. 812

Again—Bartex breaks the fashion record with a brilliant new range of Superstyle sun glasses, replete with all the blessings of Superlens. Both in design and in the modern frame colours, the Superstyle range is right in the fashion van for your '61 sales season—giving you, this time, both women's and men's markets, in which to win more sales for this appealing proposition.

WOMEN'S STYLE
Lens—smoke.
Frame—black,
blue crystal or
pearl white

MEN'S STYLE
Lens—smoke,
rosal, green.
Frame—black,
dark shell or
light shell

12'9

Every pair carries the Bartex Gold Guarantee Label

Bartex 'DE-LUXE'

SUPERLENS

The superlative Bartex range with an added man's style

Addition of a second men's style gives Bartex 'De-Luxe' range even more appeal now for the cream of the market... those of your customers who will only be content with something still a little better. Here Bartex 'De-Luxe' is your trump card... combining the advantages of the inimitable Superlens with the luxury of 14 ct. gold-plated frames which incorporate special long-life Duplex hinges.

Individually packed in easy-display slide-open boxes

One women's style.
Lens—smoke,
blue, green, rosal

Two men's styles.
Lens—smoke,
green, rosal

15'11

Every pair carries the Bartex Gold Guarantee Label



WOMEN'S STYLE
NO. 1010



MEN'S STYLE
NO. 1020



MEN'S STYLE
NO. 1030

NEW

Bartex 'STANDARD'

SUPERLENS

the same triumphant range but with a plus

In the Bartex 'Standard' range alone, last season, over 300,000 pairs were sold. The phenomenal popularity into which this Bartex range zoomed now inspires the addition of a second men's style.



MEN'S STYLE
NO. 760



MEN'S STYLE
NO. 770

Individually packed in attractive boxes

NEW



WOMEN'S STYLE
NO. 790



WOMEN'S STYLE
NO. 750

Bartex 'Standard' sales appeal is immense—thanks to unique combination of high-grade design with superlative Superlens qualities at a fraction of the normal price for good sun glasses.

Two women's styles
Lens—smoke,
blue, green, rosal,
rose

Two men's styles
Lens—smoke,
green, rosal
Glit frames

7'11

Every pair carries the Bartex Silver Guarantee Label

Bartex CLIPOVERS

SUPERLENS

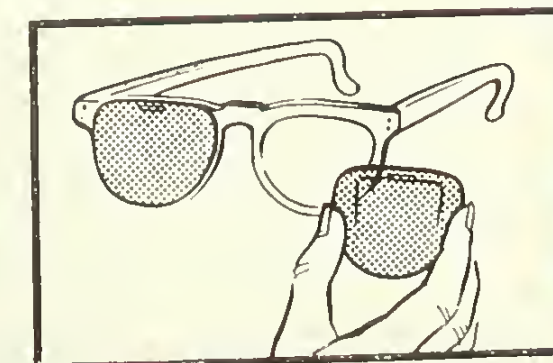
... the sensationally fast-selling sun lens for the millions who wear spectacles

Last season, demand vastly exceeded expectations—and supplies. For next season ample provision has been made to meet the widespread call for the new Bartex Clipovers—perfect answer to the spectacle-wearer's problem.

Made to typically exacting Bartex standards, these new Clipovers are free from bulk; are feather-light and shatterproof. The individual lenses clip firmly, unobtrusively, over spectacle lenses; when not in use, tuck neatly into the folding case. There is no other proposition like Bartex Superlens Clipovers.

Smoke only
Complete with case
2 sizes

7'6



SEE HOW THEY SELL

with the aid of these free displays

The perfect pair of display aids for
your counter, your window—proved
the most effective means in the trade
for displaying and selling sun glasses

**ON YOUR
COUNTER**

60-PAIRS REVOLVING STAND

This revolving display, with useful mirror at top, makes it so very convenient for your customers to choose from the Bartex Superlens ranges—and so easy for you to sell Bartex sun glasses. 36" high, it accommodates 60 pairs of sun glasses.

EYE-CATCHING DISPLAY

For your window (or where shop space is particularly limited) this small but attractive wire display makes an arresting point-of-sale aid. Though only 16" high, it is designed to carry a dozen pairs of Bartex sun glasses. The panel at top 'ties in' with the press advertising campaign.

**IN YOUR
WINDOW**



**ATTRACTIVE
COLOUR SHOWCARDS
ARE ALSO
AVAILABLE FOR YOUR
USE**

**Free
ON REQUEST**

The display stands and
showcards have been produced
for your benefit
let your wholesaler know your
requirements



GIANT-SIZE SPACES WILL

FEATURE IN BRITAIN'S

LARGEST-EVER NEWSPAPER

CAMPAIGN FOR SUN GLASSES!

On a scale unequalled in the sun glass field, a powerful and highly concentrated advertising campaign supports your selling. No other sun glasses have ever been publicised like Bartex. 1961 campaign spearhead will be a full page in the Daily Express—first-ever page advertisement for sun glasses in this mammoth-circulation daily.

In swift succession will follow a full page *plus* in the 'colossal net sales' Daily Mirror, and further dominant spaces in these and other newspapers in the giant-sales class, including Daily Sketch and Sunday Pictorial. A highlight of the scheme will be a whole outside back cover in full colour in the world's largest selling women's weekly—"Woman".

TOTAL READERSHIP:

56,000,000

**Order stocks now in comfortable time for MAY 11th
-D-DAY FOR Bartex ADVERTISING CAMPAIGN**



ROBINSONS OF CHESTERFIELD

announce that their disposable absorbent incontinence pads

INCO-PADS

are now obtainable in packets of ten pads,
specially prepared for home use

Trade Price 5/- per packet of 10 pads
Selling Price 6/11 per packet of 10 pads

STANDARD PACK 10 PACKETS
PER NON-RETURNABLE CONTAINER

Obtainable through your wholesaler or direct from

ROBINSON & SONS LTD. WHEAT BRIDGE MILLS · CHESTERFIELD

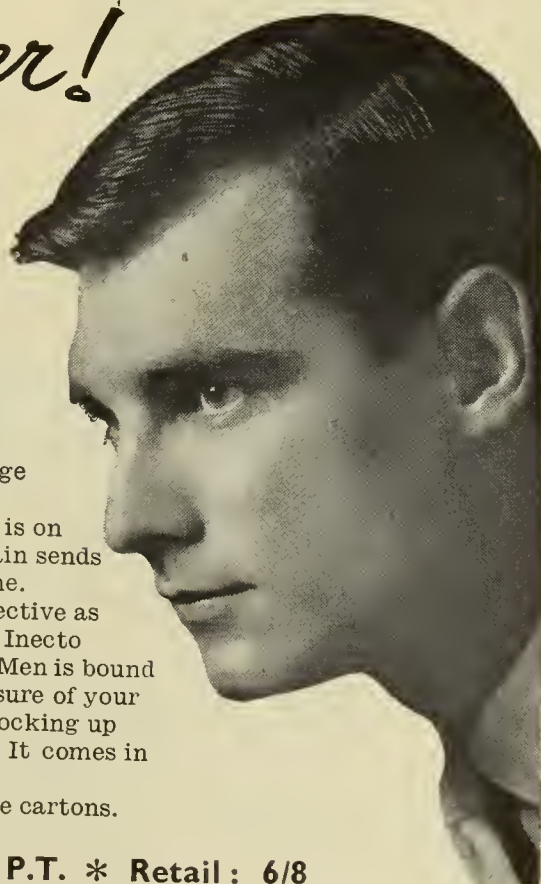
A new money spinner!

INECTO

CRÈME FOR MEN

First again! Inecto, the leading manufacturers in the field of hair colouring, are now the *first* to announce a range of permanent tints specially created for men. Designed to give complete coverage to grey or white hair, Inecto Creme for Men is already much in

demand in an age whose accent is on youth but whose stress and strain sends many men grey before their time. As simple to use, as reliably effective as that tried-and-tested favourite, Inecto Creme for the ladies, Creme for Men is bound to be a sure-fire success. Make sure of your share in this *new* business by stocking up with Creme for Men right away. It comes in six sensible shades, packed in eye-catching and very masculine cartons.



Wholesale : 5/- inc. P.T. * Retail : 6/8

Advice Bureau : INECTO HOUSE, 27 DOVER STREET, LONDON, W.1. HYDe Park 7541

London Club

The *NEW* Hair Tonic Cream
with Top Selling Qualities !



Only the best is good enough for your customers and new LONDON CLUB hair tonic cream is for them. A formula from the heart of London's Clubland proved over many years is now available to a wider public. A hairdressing that fixes without the greasy look LONDON CLUB is discreetly but richly perfumed and it is economical in use. Especially good for thin and thinning hair LONDON CLUB makes a little go a long way.

Why you MUST sell London Club

- ★ Economical in use.
- ★ Non-greasy and non-staining.
- ★ Distinctively and discreetly perfumed.
- ★ Travel companion plastic container, pliable but unbreakable.
- ★ Top discounts giving maximum profits for you.

For full particulars, apply to your usual Wholesaler or to:

COLTMO LTD. 219 GRAND BUILDINGS,
TRAFALGAR SQUARE,
LONDON, W.C.2
Telephone: WHI 3705

FLEX-STRAW

the new Drinking
Straw that bends
to *any* angle!

IDEAL FOR PATIENTS AND CHILDREN

Hospitals were quick to see the main advantages of 'Flex-Straws': they bend to *any* angle, enable relaxed drinking (without spilling) . . . even in bed. Patients of all ages—intrigued and happy with the 'Flex-Straws' they used in hospital—naturally wanted them again at home. They found that 'Flex-Straws' won't go soft in soups and other hot liquids. Why? Because of a special high-temperature wax treatment. It makes 'Flex-Straws' far more durable than ordinary drinking straws. Critical women's editors (who tried 'Flex-Straws') described their advantages in the "Daily Telegraph," "Daily Herald," "The Sunday Times," the London "Star," etc., thus creating interest and demand for 'Flex-Straws.'



FLEX-STRAW
PACK OF 25
9^d.

Manufactured by :

**HYGIENIC DRINKING STRAW
CO. LTD.**

College Road, Fishponds, Bristol.

Telephone: Bristol 653268 & 654205

Telegrams:

DRINKRITE FISHPONDS BRISTOL

Energen Foods Co. Ltd.

NEW TERMS

Effective from March 6th

More liberal volume discounts

TODAY Energen announce a new price structure providing greater overall margins. All Energen Foods (Energen Crispbread, Rolls, Flakes, Flour, Low Sugar Jams and Marmalades) will be invoiced on quantity terms to the advantage of all, including the smaller retailer who will now be able to place his orders more profitably through wholesalers: that means speedier delivery, assurance of fresh stock and better terms through group buying.

New Trade Terms

2-3 cases—20% margin

4-19 cases—25% margin

20-29 cases—27% margin

30 cases and over—30% margin

Advantageous single case terms are available from your wholesaler.

Detailed price list available on request



ENERGEN FOODS CO. LTD., LONDON, N.W.10. TELEPHONE: WILLESDEN 6644

DAILY EXPR

200 RECORDS

A record number of 200 people are expected to attend the wedding of Prince Charles and Princess Diana, which will take place at St. Mark's Church, London, on Saturday.

To wedding: £3,000

The wedding of Prince Charles and Princess Diana is expected to cost £3,000.

Woman may join Exchange

A woman may join the Exchange, which is a new scheme for the exchange of goods and services.

Busman's holiday

A busman's holiday is a new scheme for the exchange of goods and services.

LORD LUCK

Lord Luck is a new scheme for the exchange of goods and services.



Is rheumatism as widespread as 'flu?

RHEUMATISM KEEPS MORE PEOPLE AWAY FROM WORK THAN 'FLU'

Did you know that you are more likely to visit your doctor with rheumatism than with 'flu'? It is true. For most people, the most common cause of absence from work is rheumatism, which affects more than 10 million people in this country.

Rheumatism is a disease that attacks the joints, muscles, and bones. It is caused by a virus, and it can be very painful. It is often mistaken for 'flu', but it is a different disease.

What is the best way to treat rheumatism? The answer is simple: rest and painkillers. But there is a new treatment called Adrenaline Cream, which is very effective.

Adrenaline Cream is a powerful drug that relieves pain and inflammation. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

There is one more thing you should know: rheumatism is not just a disease of old people. It can affect people of all ages, and it can be very disabling.

Adrenaline Cream is a new treatment that has been found to be very effective. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

Adrenaline Cream is a powerful drug that relieves pain and inflammation. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

Adrenaline Cream is a new treatment that has been found to be very effective. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

Adrenaline Cream is a powerful drug that relieves pain and inflammation. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

Adrenaline Cream is a new treatment that has been found to be very effective. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

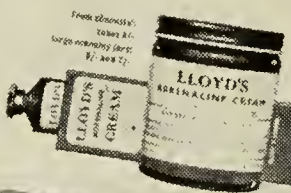
Adrenaline Cream is a powerful drug that relieves pain and inflammation. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

Adrenaline Cream is a new treatment that has been found to be very effective. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

Adrenaline Cream is a powerful drug that relieves pain and inflammation. It is used by many people who suffer from rheumatism, and it has been found to be very effective.

LLOYD'S ADRENALINE CREAM

There is an example of how they work. Suppose you have a rheumatism attack. You can use Adrenaline Cream to relieve the pain and inflammation. It is a powerful drug that has been found to be very effective.



LLOYD'S

RESS

puts pressure behind advertising drive for Lloyd's Adrenaline Cream

- * Pressure behind the advertising for Lloyd's Adrenaline Cream continues to increase. The range of National newspapers being used for Lloyd's Adrenaline Cream is widened every month.
- * The latest addition to the list of newspapers is the Daily Express, covering over a fifth of the population.

THE DAILY EXPRESS HAS OVER 12 MILLION READERS

It is certain your customers include many of these readers. The same is also true of other major national newspapers. As you know, Lloyd's Adrenaline Cream sales respond to advertising fast.

Consumer demand will continue to grow as the advertising campaign builds up during the coming months.

Be prepared — tie in with the national advertising — stock up from your usual wholesaler with Lloyd's Adrenaline Cream and display it now.

Tubes 3/- Large economy jars 5/- and 7/- USUAL TRADE DISCOUNTS

DRENALINE CREAM

ILODERM

a unique self-sterile Ointment that compares with no other in the treatment of:—

**BURNS •
BEDSORES •
IMPETIGO •
NAPKIN RASH •
DERMATITIS •
CRACKED NIPPLES •**

ask your usual wholesale House for supplies

ILON LABORATORIES

LORNE STREET, HAMILTON, LANARKSHIRE

VITAMIN D3

PURE CRYSTALLINE D3

**o-Cresol- α -glycerol-ether
(Mephesisin)
Guaiacol- α -glycerol-ether**

Manufacturers:

**PEBOC
LIMITED**

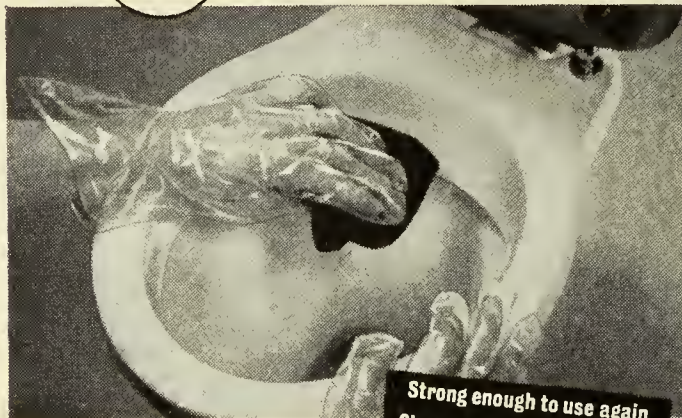
Sales Office: 629/630 TOWER BUILDING
LIVERPOOL 3 : ENGLAND

Laboratories : NORTHOLT, MIDDLESEX



POLIGLOVES

POLYTHENE PROTECTIVE GLOVES



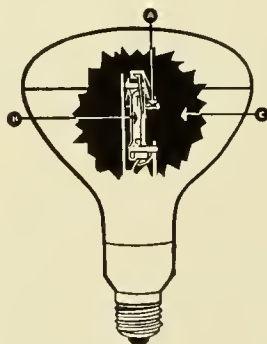
**Strong enough to use again
Cheap enough to throw away**

New H. & A. Poligloves have hundreds of uses in and around the home. CAR MAINTENANCE, GARDENING, FOOD PREPARATION, HOUSEHOLD WORK, LAYING FIRES, HOME HYGIENE. Washable and reusable they are ideal wherever hygiene and cleanliness is important, and especially useful for handling food. H. & A. Poligloves, which fit either hand, come in three sizes, small, medium and large. They are packed in striking display boxes, each containing 1 doz. medium, $\frac{1}{2}$ doz. large, $\frac{1}{2}$ doz. small size individual packs holding 10 gloves for 2/11.

THERE'S EXTRA PROFITS AND BUSINESS FOR YOU!

So order today from your usual wholesaler or from the sole manufacturers

**H. & A. MANUFACTURING CO. LTD., HOWAY HOUSE,
NORTH STREET, MANCHESTER 8. Tel: DEAnsgate 8533 (5 lines)
Grams : Howay, Manchester**



NEW SOL-TAN STELLA U.V. LAMP

- A. FILAMENT.
- B. Mercury vapour column.
- C. Internal silvered mirror.

A quartz, high pressure discharge tube is the source of ultra-violet rays and a tungsten coiled filament is the heating element. The 'SOL-TAN Stella' is a versatile lamp which fits the complete Sol-Tan range or any Infra-red with normal Edison screw or Goliath Edison screw holders. Voltage range 200-250 v. A.C. Radio interference free. Eyeshields are supplied.

Price £4 12s. 6d. (No P.T.)

'SOL-TAN' supply a wide range of infra-red and ultra-violet sunlamps including floor-standing and table models. Complete catalogues and price lists are available.

GOLDEN 'SOLTANETTE' a small infra-red table model for long or mixed wave. Neatly folds up for convenient storage. Finished Anodised Gold Colour Reflector. Gold-plated Stand and Guard. Price 65/-. (Doctor's Certificate Required.)



LONDON COMMERCIAL ELECTRICAL STORES LIMITED
20/22 Cursitor Street, London, E.C.4.

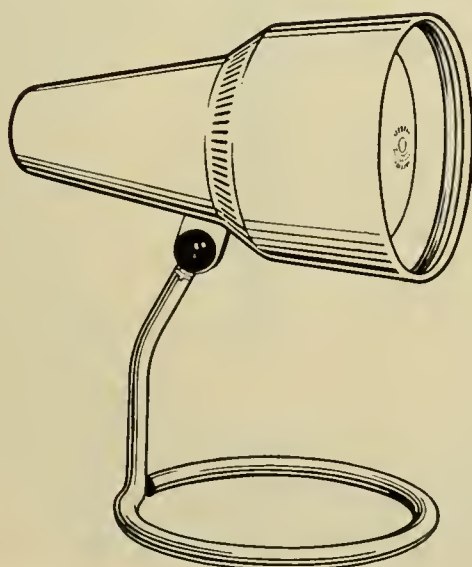
sell them
summer

sell them



PHILIPS NEW ULTRAPHIL HEALTH LAMP

February — dreariest month of the year! Right now your customers want summer sunlight more than ever. And that means they want Philips New 'Ultraphil' more than ever. For this superb ultra-violet lamp makes pure, beneficial 'Alpine Sunshine' constantly available for the whole family.



(AC/DC 200-250v.)

PHILIPS NEW 'ULTRAPHIL'

- * Is unsurpassed for treating sun-starved conditions, boils and many skin complaints.
- * Builds up the body's resistance to disease . . . colds . . . 'flu.
- * Stimulates the formation of essential Vitamin D in the body.
- * Assists in regulating the body's metabolism.

That is why home treatment with Philips Ultraphil is being prescribed by more and more doctors.

With a brilliant new stand that makes it even easier to use and store, it sells at just

£7.15.0 (with goggles).

(Philips 'Ultraphil' is available only on presentation of a doctor's certificate.)



PHILIPS ELECTRICAL LIMITED CENTURY HOUSE SHAFTESBURY AVENUE LONDON W.C.2

(HLOOI5)

Bulk Suppliers of DISINFECTANTS & ANTISEPTICS

CARBOLIC DISINFECTANTS

Black & White types—all strengths

MARKET & FARM DISINFECTANTS

Approved for use under Diseases of Animals Orders

PINE & AROMATIC DISINFECTANTS

LYSOL B.P.

QUATERNARY AMMONIUM COMPOUNDS

ROXENOL B.P., etc.

Packed in 1, 5, 10 and 40 gallon drums

PRINTAR INDUSTRIES LTD.

BRETENHAM HOUSE, LANCASTER PLACE,
STRAND, LONDON, W.C.2.

Telephone: TEMPLE BAR 5801 (8 lines)

Works:- PRINCE REGENT'S WHARF, SILVERTOWN, LONDON, E.16

Telephone: ALBERT DOCK 3311



COLBY MAKE A COMPLETE RANGE OF SURGICAL ELASTIC STOCKINGS

Colby Products, Ltd. are recognised as manufacturers of the very finest surgical hosiery. Firm support, comfort and very fine appearance are particular features of Colby products. The full normal range includes hose in Superfine Nylon Yarn, Nylon Yarn, Nylon Net and Elastic Yarn. Nylite, the latest addition to the Colby range is a lightweight surgical stocking knitted from Nylon Elastic Yarn.

Colby hosiery may be prescribed under the N.H.S.

COLBY

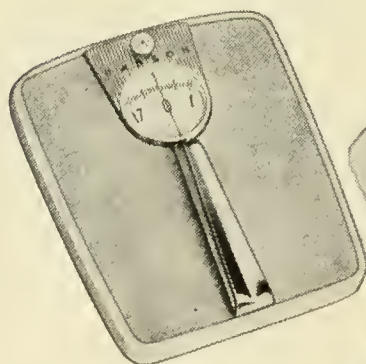
Order Colby through your usual wholesaler.

COLBY PRODUCTS LTD., 314 EUSTON ROAD, LONDON, N.W.1.

A Beautiful Gift

HANSON

Quality Scales Since 1888
Made in U.S.A.



Can be hung
on the wall



Exclusive equaliser bar mechanism enables this scale to weigh accurately on carpeted or uneven floors in bedrooms or bathrooms. Oversize dial you can see and be sure.

75'6 Inc. Tax.

Other models from

56'9 Inc. Tax.

Obtainable from Selected Wholesalers or:-

LEONARD McEWEN LTD

28-36 ORSMAN ROAD, KINGSLAND ROAD, LONDON, N.1. Tel: SHOREDITCH 7754

Quinine Sulphate B.P. 1953 & 1932



THE BRITISH
DYEWOOD COMPANY LTD.
19 St. Vincent Place,
Glasgow, C.1.



From Dr. J. BROWN
12 NORTH ROAD
HATBURY

TELEPHONE
402

*R# Elastic Yarn Stockings
2-way stretch*

**In a case like
this.... dispense
BURSON**

Burson Stockings, made exclusively on special knitting looms, are the product of many years' intensive research into the making of surgical stockings.

Always dispense and recommend Burson 2-Way Stretch Hosiery and ensure your customers' complete satisfaction. The quality—finish—colour and durability of Burson Hose make them the first choice of those who appreciate the best. Burson Stockings are fully fashioned and virtually indiscernible in use.

Burson Stockings are advertised in the Medical Journals and in a strong list of National Weekly Newspapers and Women's Magazines.

AVAILABLE FREE ON REQUEST WITH BURSON STOCKINGS:—

- *Instruction Chart with details for measuring, fitting and exact adjustment to fit and tension.*
- *Individual Measurement and Order Forms.*
- *Instructions for mending and washing.*
- *Illustrated leaflets for your customers.*

BURSON

**TWO-WAY STRETCH HOSIERY
IS MADE FROM LASTEX YARN**

Your clients may well prefer these wonderful Burson Nylon Stockings, made on the identical, exclusive machines which have made Burson leaders in their field, and which can now be dispensed under the N.H.S.

Sole Distributors:—FASSETT & JOHNSON LTD
86 CLERKENWELL ROAD, LONDON, E.C.1

Also at 6 CROW STREET, DUBLIN

*Burson is the registered trademark of the Kendall Company
Boston, Mass., U.S.A.

Velouty

de DIXOR

POWDER CREAM



There is always a regular demand for this beauty preparation. Persistent National advertising is increasing its popularity and creating valuable sales which you can share. Display Velouty Powder Cream now.

Shades
IVORY NATURAL PEACH SUNGOLD
OCHRE APRICOT and RACHEL
TUBES No. 2 No. 3
TRADE 8/- doz. 13/2 doz. RETAIL 1/4 each 2/3 each
JARS: TRADE 19/2 doz. RETAIL 3/3 each.

DIXOR

Overnight

CREAM

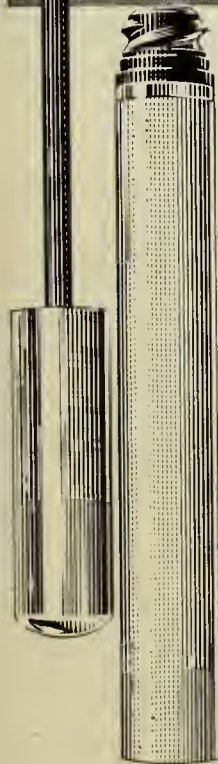
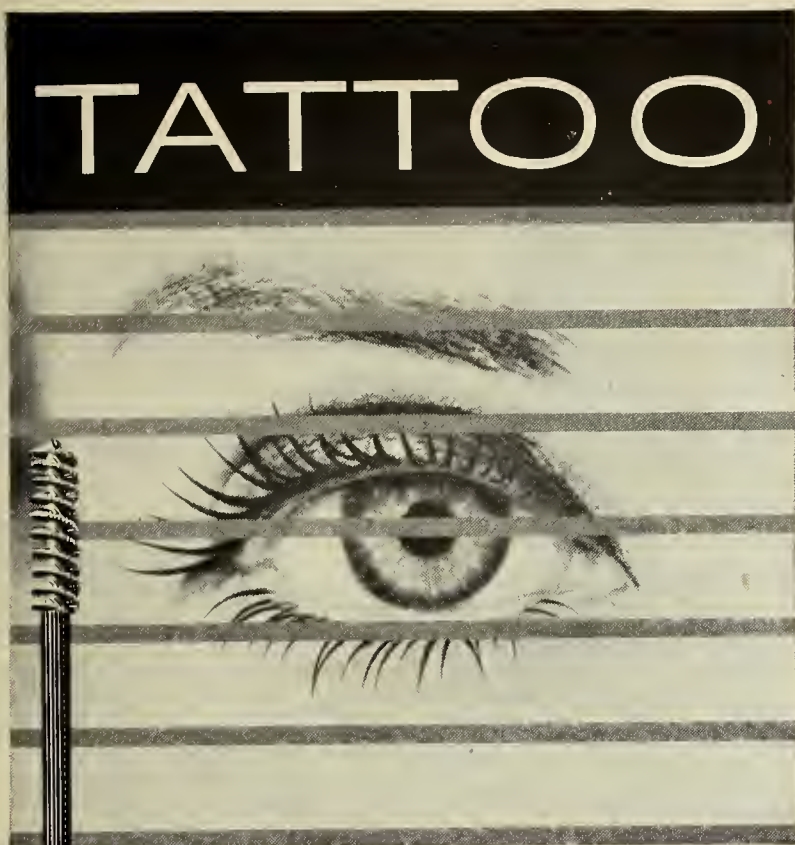
FOR BEAUTY IN THE MORNING



During the hours of sleep Dixor Overnight Cream will work with nature to repair damage done to the delicate tissues of the skin during the daytime and help to restore the skin to vital radiant health.

TRADE 15/- DOZ.
RETAIL 2/6 EACH.

DIXOR Limited ST. LEONARD'S RD
MORTLAKE
LONDON, S.W. 14



HERE'S THE LATEST LUXURY in eye-beauty and it's a sound investment for *you*—just look at the promotion and the bonus terms.

*** HEAVY ADVERTISING FOR BRISK BUSINESS**

Campaign starts in March with $\frac{1}{2}$ pages in 'Woman's Realm', 'Woman's Day', 'Woman's Mirror', 'Honey', 'True Magazine', 'Sincerely', and 'Mirabelle'—and it continues with $\frac{1}{2}$ pages and $\frac{1}{4}$ pages in *all* these publications through to November.

Other quick-off-the-counter lines from TATTOO

Roll-On Mascara 5/6 retail • Refill (for any automatic Mascara applicator) 3/6 retail • Cream Mascara 1/9 and 2/7 retail

Ideally priced to sell fast at only

7/6

in a glamorous gold and beige case.



Available in 5 velvet colours: Black, Brown, Grey, Blue, Green.

**SPIRAL BRUSH-ON
mascara**

**brings you
lashings
of new
business!**

look! 12 for 11 bonus offer?
with PURCHASE TAX FREE
on the Bonus Goods

This bonus is "12 for the price of 11" on all orders of 1 dozen now until 31st March 1961 AND YOU DON'T PAY PURCHASE TAX ON THE BONUS GOODS.

YOU BUY 1 DOZ. FOR 61/11
including P. Tax

YOU SELL FOR 90/-

YOUR REAL PROFIT IS 28/1
per doz.

Normal Trade Price 45/- doz.
Purchase Tax 22/6 doz.

Price to the Public 7/6

Bonus offer orders will be made up in order of popularity of the five shades.

Send your order today to Sole Distributors

FASSETT & JOHNSON LTD
86 Clerkenwell Rd, London E.C.4
and 129 Bath St., Glasgow C.2

**THIS OFFER CLOSES
31st MARCH 1961**

SHELLTOX

with DIELDRIN is a *must*
for repeated steady sales

Dieltin in SHELLTOX is the most persistent and powerful insecticide in general use. Sprayed on walls and other surfaces SHELLTOX kills crawling and settling insects for up to 3 months (unless washed off). When used as a 'knock-down' space spray it clears a room of flying insects immediately.

SHELLTOX kills:

FLIES, MOSQUITOES, MIDGES, WASPS,
FLEAS, CARPET AND OTHER BEETLES,
SILVERFISH, CLOTHES MOTH,
WOODWORM, ANTS, COCKROACHES, ETC.



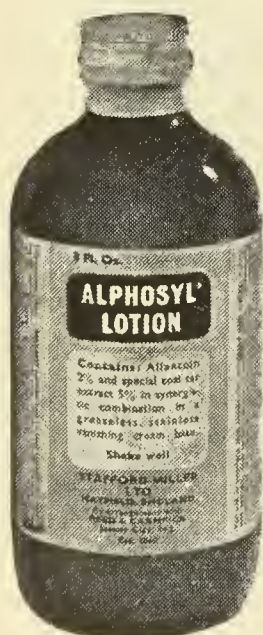
Product distributed by

The British Drug Houses Ltd.,
Graham Street, City Road, London, N.1.

alphosyl

LOTION

Now being
widely prescribed
for PSORIASIS

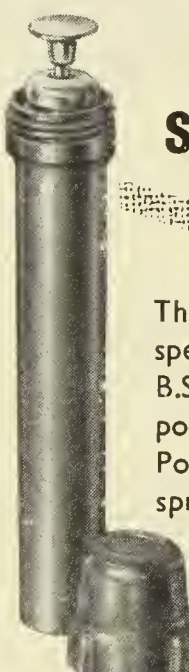


A full scale campaign to the medical profession is now taking place, and never a day goes by without gratifying results of what Alphosyl is achieving in cases of Psoriasis. Order from your usual wholesaler please.



STAFFORD-MILLER LTD.
HATFIELD • HERTS

New!
**Pocket-Size
INSULIN
SYRINGE CASE**



This new, plastic syringe case, specially designed for the new B.S.I. 1619 Insulin Syringe, is pocket-size and spirit-proof. Polythene washer and retaining spring hold syringe firmly in the spirit. For syringes up to 2cc size.



SURGICAL EQUIPMENT SUPPLIES LTD
WESTFIELDS ROAD, LONDON, W.3

YOU MUST STOCK THERMALUX!

ELECTRICALLY HEATED MATTRESS OVERLAYS
& "SLEEPWELL" ELECTRIC BLANKETS

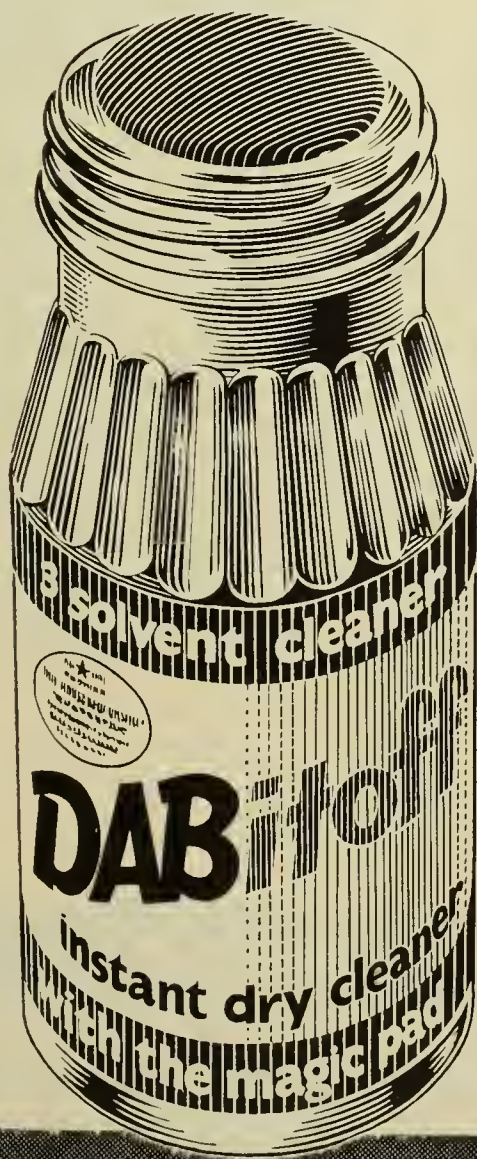
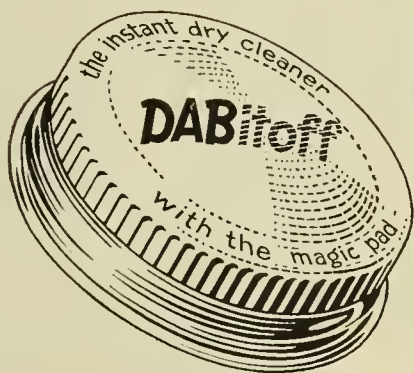
Thermalux products are backed by:

- * A second-to-none reputation for safety and reliability, built up over 25 years
- * A vigorous press advertising campaign in leading monthly magazines and trade journals.
- * A FREE stereo service for local press advertising
- * Handsome descriptive counter leaflets, available FREE
- * Attractive full-colour 3D wooden displays (26" x 22½") incorporating a corner section of a Thermalux Overlay available FREE
- * FREE Price-list Showcards
- * A 48-HOUR AFTER-SALES SERVICE

Please send for full details of trade terms, etc., to:

**THERMALUX ELECTRICAL
PRODUCTS LIMITED**

HALL STREET • HALIFAX 3 • YORKSHIRE



depend on **DABITOFF**

the **quick-acting,**
fast-selling,
dry cleaner

Dabitoft, the famous dry-cleaner with the magic pad, is a trusted stand-by in millions of homes. This year you can expect even bigger Dabitoft sales, stimulated by hard-hitting advertisements in the national press and an extended list of leading women's magazines.

**MAKE SURE YOUR DABITOFF
STOCKS ARE ADEQUATE**

Order them now from:

Fassett & Johnson Ltd.

86 Clerkenwell Road, London, E.C.1

My mummy insists on

MODERN
teats
made by
CANNON
-naturally!



Wise mother! She knows there will be no feeding time temperament because CANNON Modern teats *never* put a baby off his feed. She can choose from three flow sizes the one that suits her child's preferred rate of feed. All CANNON teats have triple perforation to ensure even, air-free flow, and spiral reinforcement to prevent softening or collapse of the rubber. And CANNON teats last longer meaning fewer new ones to 'break in' — try them and see.

7½d. from all chemists & clinics

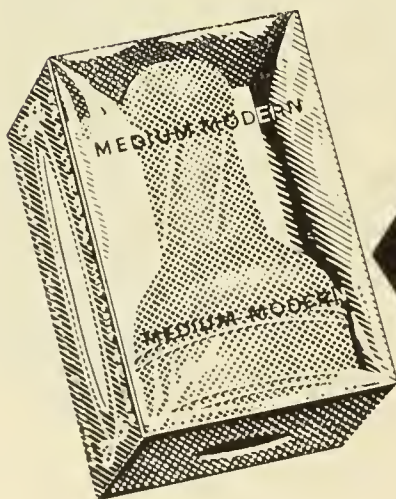
CANNON
MODERN
ANTI-COLIC TEATS
FOR NEAREST TO
NATURAL FEEDING

Good, Tottenham, London, N17

appearing
in the mass
NATIONAL PRESS
CAMPAIGN

This year's CANNON campaign will be seen in the National Press, Women's Magazines, Radio and TV Times and in the Baby Publications.

The advertisements will emphasize all the unbeatable qualities that make Cannon feeding 'nearest to natural' and end the feeding time temperament common with inferior products.



Supporting your sales of
CANNON MODERN Anti-colic Teats
The preferred baby teat today!

ORDER NOW TO ENSURE AMPLE SUPPLIES!



Penetrol

—penetrating—

COUGH SYRUP

FOR THE RAPID RELIEF OF
COUGH AND COLD SYMPTOMS
IN ADULTS AND CHILDREN

W. B. CARTWRIGHT LTD. RAWDON, LEEDS



PRICES

Retail Price **2/6**

Trade Price **17/-** per doz.
plus 25% P. Tax

Retail Price **3/9**

Trade Price **25/8** per doz.
plus 25% P. Tax

W. B. CARTWRIGHT LTD., RAWDON, LEEDS



this
child's life

STUDIO PHOTOGRAPH

may depend on the safety of 'Distaval'

Consider the possible outcome in a case such as this—had the bottle contained a conventional barbiturate. Year by year, the barbiturates claim a mounting toll of childhood victims. Yet it is simple enough to use a sedative and hypnotic which is both highly effective . . . and outstandingly safe. 'Distaval' has been prescribed for over three years in this country, where the accidental poisonings rate is notoriously high; but there is no case on record in which even gross overdosage with 'Distaval' has had harmful results.

'DISTAVAL'

THALIDOMIDE

TRADE MARK

'DISTAVAL'

25 mg. tablets

PACK	TRADE PRICE
Tube of 24	2s. 6d.
Bottle of 100	8s. 4d.
500	40s. 0d.
1,000	77s. 6d.

'DISTAVAL' FORTE

100 mg. tablets

PACK	TRADE PRICE
Tube of 12	3s. 8d.
Bottle of 100	22s. 4d.
500	105s. 8d.
1,000	204s. 0d.



THE DISTILLERS COMPANY (Biochemicals) LIMITED

Broadway House, The Broadway, Wimbledon, London, S.W.19 Telephone: LIBerty 6600

Owners of the trade mark 'Distaval'

PPH 20/60



**The DOMESTOS
BIGGEST EVER
Press and
Television
Campaign**

STARTS
MARCH
13th

"Where's

my

Domestos?

...it's usually here!"

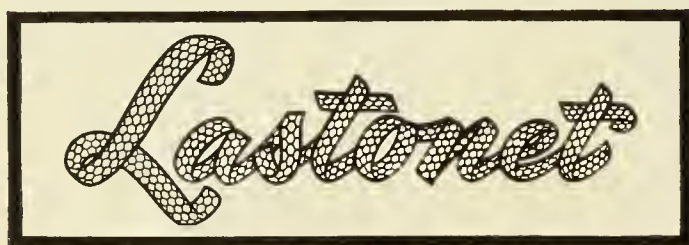


*Don't disappoint
your customers...
keep a good supply
of DOMESTOS
always in stock*

More **DOMESTOS** is sold than any other lavatory cleanser

SO MANY
OF YOUR
CUSTOMERS
SUFFER
FROM
VARICOSE VEINS

ADVISE THEM TO WEAR



This is really *sound* advice—Lastonet stockings are of the coolest, firmest and most comfortable elastic net imaginable and are made to measure.

STANDARD ELASTIC NET STOCKINGS

They are available within 3-5 days from receipt of your order and can be supplied against prescription under the N.H.S.

**LASTONET PRODUCTS LTD.
CARN-BREA CORNWALL**



BIG NEW SALES IN A BIG NEW WAY!



Kirbigrips



Now Britain's favourite hairgrips will sell faster than ever. Wait till your customers see the big new "bonus value" card with an extra 3d. worth of Kirbigrips. Just the kind of value to make cash registers respond—and the bigger unit sales mean extra profits for you!

Extra quality too! New Kirbigrips *keep* their grip, they're springier. Smooth finish protects hair. Non-peel cushion tips mean more comfort. New Kirbigrips . . . *designed* to sell.



Order new Kirbigrips from your wholesaler now—on "Bonus Value" cards.

60 count, 102/6d. gross cards. Retail 1/3d.

1 doz. cards per box.

20 count, 41/- gross cards. Retail 6d.

3 doz. cards in display carton. P.T. 25%.

Sole manufacturers:

George Goodman Limited
Birmingham 28

Monil

Monil

Monil

Monil

COLOUR SHAMPOO

Available in 17 wonderful colours. MONIL is particularly famous for pure brown and black shades which give a truly natural beauty.

**IS IN DEMAND**

For years a favourite in the smartest hairdressing salons, MONIL is now available to every woman! This is good news for them — and good news for YOU!

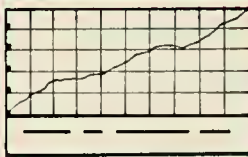
**SELLS ON SIGHT**

The attractive MONIL display pack *means* something to a woman. She sees it — she recognises it — she buys it!

**MAKES MONEY** *FOR YOU!*

There's a handsome profit margin for you on every MONIL colour shampoo that you sell — and you can rely on brisk sales and steady repeat business.

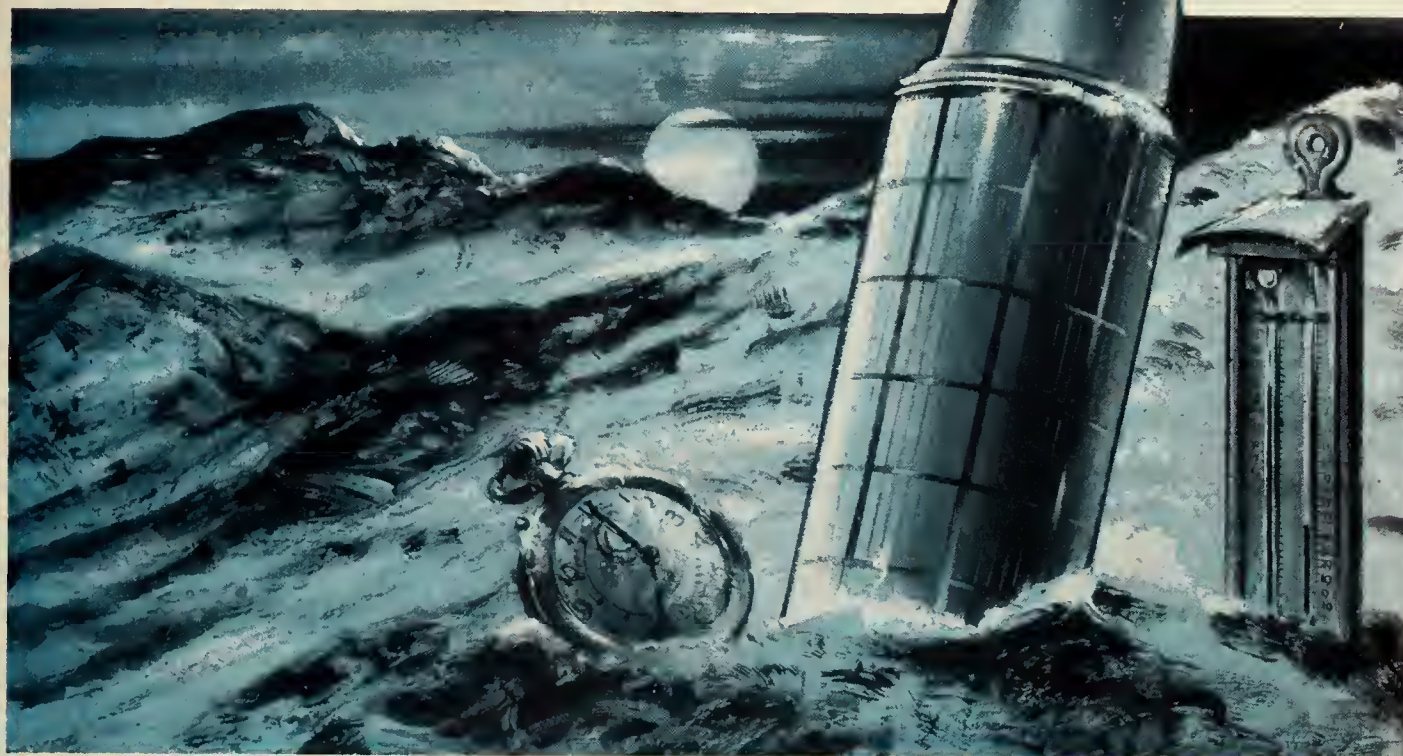
Retail Price 4/- per bottle
24/- per doz. (plus P.T.)
Carriage paid on 5 doz.



Order from your usual wholesaler
or in difficulty write to:

MONIL LTD. Hunmanby, Filey, Yorks.

we climbed
to the
peak of
Snowdon...



to bring you higher-than-ever
profits on **THERMOS** vacuum ware!

A 'THERMOS Sixteen' vacuum flask was filled with hot tea, and then left all night on the icy peak of Snowdon. In the morning it was opened, and the tea was still found good and hot!

This amazing test is to be the basis of a dramatic new advertising campaign to be run for all Thermos Brand vacuum ware. The campaign is scheduled for the peak-buying Spring and Summer months, and is certain to increase your Thermos business enormously. Watch for this new advertising—and then watch your profits soar as high as Snowdon!

The word Thermos is a Registered Trade Mark

Exciting new **FREE** display



To help you create a dramatic display—and thus gain maximum benefit from the advertising—Thermos Ltd are offering a brand-new display card, closely based on the exciting 'Snowdon' theme.

This display is free to all Thermos stockists.

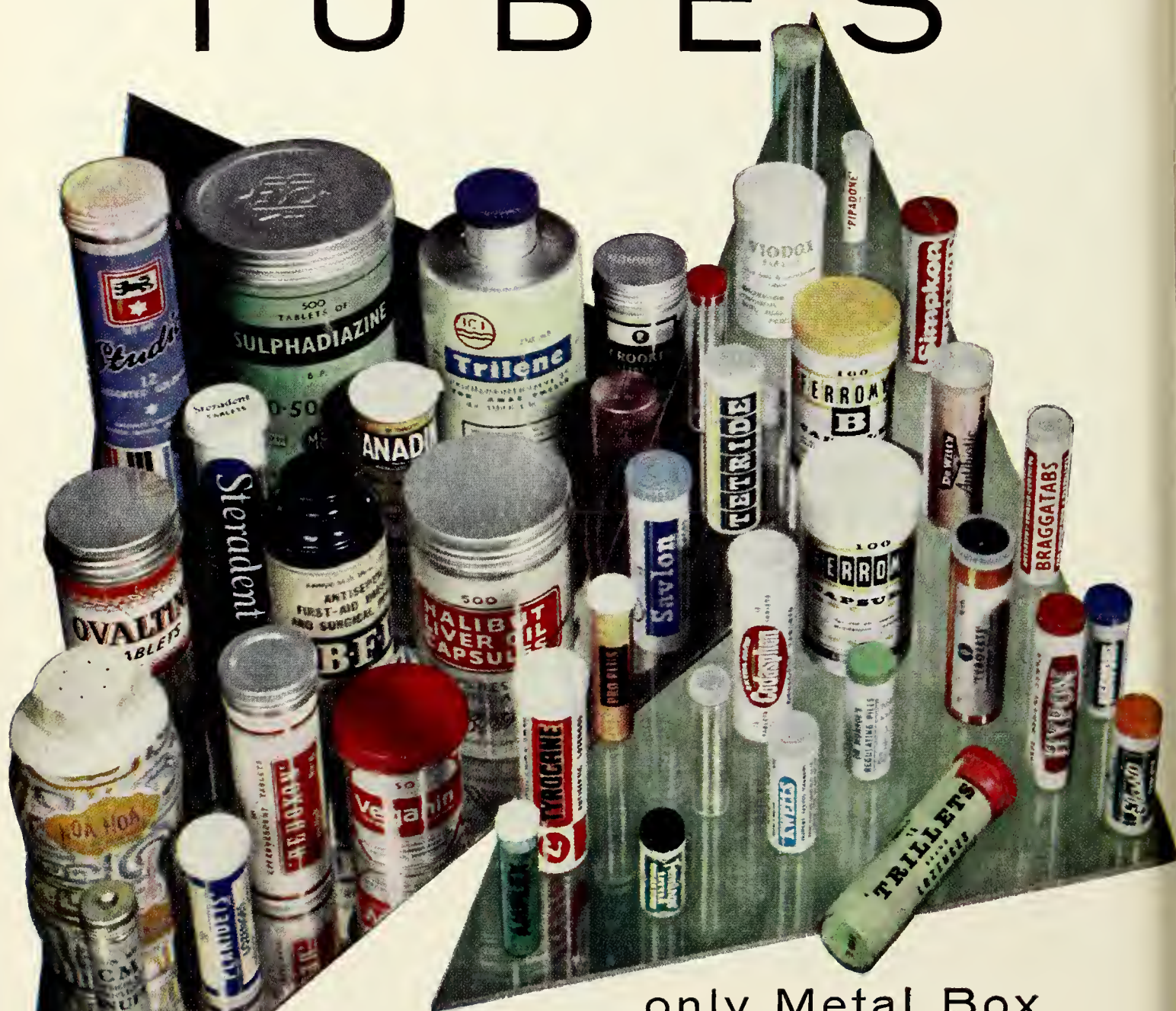
SPRING BONUS OFFER

A parcel* containing Thermos Brand vacuum flasks is available to all stockists at a selling price of £10.5.3d (plus P.T.) subject to 25% and 5% extra discount=£7.6.1d (plus P.T.)—profit £2.19.2d!

**Parcel contains Flasks Nos. 16½ (4), 16 (15), 1616 (2), 16Q (2) and 16QH (2) and a free 'Snowdon' showcard.*

Thermos Limited, Seymour Road, Leyton, London, E.10

metal and plastic TUBES



only Metal Box
offers a range so complete!

Metal Box metal and plastic tubes are available in a quite exceptional range of shapes and sizes, with a wide variety of closures each designed to keep the contents in thoroughly good condition. All—up to 34 fluid ounces in capacity—are light (*lower freight charges*), virtually unbreakable (*no breakage claims*) and can be decorated in superb

multicolour printing (*for increased sales appeal*).

Metal Box also offers freely three unrivalled services: a research service to test the compatibility of the tube with your products; a container design service to design special tubes for special requirements, and studios to carry out surface design.

MB METAL BOX

THE WIDE RANGE OF SIZES CATERS FOR ALL REQUIREMENTS, FROM BULK PACKS TO SAMPLES.
Aluminium tubes. Diameters from 12.5mm to 75mm with depths from 1.5 to 7 times the diameter, maximum 230mm.

Plastic tubes. Diameters from 9.3mm to 36mm and depths from 25.4mm to 89.7mm.

Submarine

REGD.

Decorated

Swimming Caps FOR 1961



2 07 retail 6/11d.

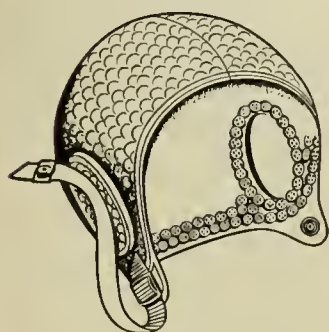


1 25 retail £2. 2. 0d.

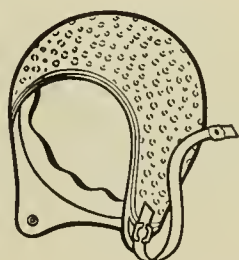


2 76 retail 8/11d.

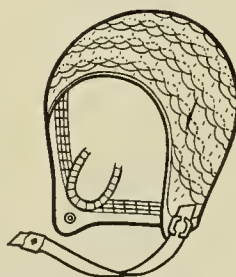
Twenty-one styles to choose from, write for an illustrated folder.



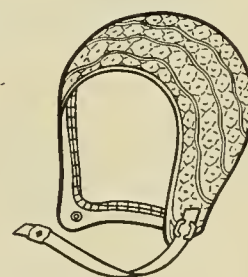
TRIDENT
retail 6/6d.



SEAL
retail 4/9d.



PENGUIN
retail 3/6d.



STANDARD
retail 2/11d.

Submarine moulded range

LIGHT - WEIGHT · COMFORTABLE · LONGLASTING

RICHBOROUGH RUBBER WORKS, Sandwich, Kent.

Speed up Sales with this—

Ladye Jayne Slumber Cap Stand

FREE with 2 doz. Slumber Caps



Every extra endeavour helps to keep turnover rising. Don't ignore this offer—order your Ladye Jayne Slumber Caps in this fine stand. It contains :—

- 1 Dozen LJ551 Slumber Caps @ 21/6 dozen (Retail 2/11)
- 1 Dozen LJ560 Slumber Caps @ 32/- dozen (Retail 4/6)

53 6 per 2 dozen set

From your Wholesaler NOW

BOTANICALS
CHEMICALS
GUMS



ESSENTIAL OILS
SPICES
WAXES

STROPHANTHIN-G

ATROPINE
SULPHATE

STRYCHNINE
ALKALOID

JOHN KELLYS (LONDON) LTD.

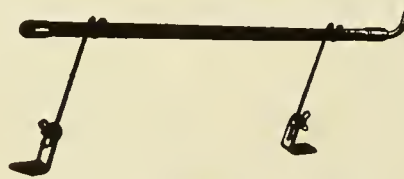
24 OLD BROAD STREET, E.C.2.

Telephone : LONDON Wall 6585 (4 lines)
Telegrams : "Ergotine, Stock, London"
Telex : 28760

NEW YORK

HAMBURG

THE IMPROVED DRY-PAYNE



**ELECTRICAL
DEMISTER**

with the new
PATENT HEAT REFLECTOR

PAT. No. 728200 & PAT. PEND

MORE EFFICIENT THAN EVER

Keep your windows clear of mist in all weathers.
WILL NOT SAG between supports.

Also Pegboard Fittings, Turntable and all other
Display Equipment

Write for details :—

WHITMARLEY LTD., KNUTSFORD ST., BIRMINGHAM, 12



**KEARSLEYS
PILLS**

for feminine
irregularity and lassitude. Over 1/9
BOX PROFIT by ordering 1 dozen 6/3
size. Bonus given on every dozen (13).

C. & G. KEARSLEY LTD.
71 DARTMOUTH ROAD, LONDON, S.E.23

FWS

*Soft, Supple Skin
ensured with*



VI-LAN

Lanolin Cream

Soothing and Cooling

SPLENDID FORMULATION

NON-GREASY

READILY ABSORBED

**ATTRACTIVELY
PACKED**

**Yields 42% on selling price
when you buy now on bonus terms**

**3 dozen lots 9/- per dozen,
plus 25% purchase tax**

**Bonus—twelve for the price
of eleven**

**DISPLAY & RECOMMEND VI-LAN FOR
ELEGANT HANDS & SKIN,
TO ENSURE REPEAT PROFITABLE BUSINESS**

Sample free on request

THORNTON & ROSS
LIMITED
LINTHWAITE LABORATORIES
HUDDERSFIELD ENGLAND

TR 119

Dr. Wernet's Powder - the biggest selling Denture Fixative in the country



The biggest advertising campaign ever for Dr. Wernet's has just commenced. For profit's sake keep your stocks ready to meet the increasing demand. In three sizes 1/9, 3/3 and economy size 5/3.

**Please order through your
usual wholesaler.**

**Manufactured by
STAFFORD-MILLER LTD
Hatfield, Herts.**

The CHEMIST AND DRUGGIST

CLASSIFIED ADVERTISEMENTS

Telephone: CENTral 6565

Address Box Number Replies to : THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON W.C.2

Specially spaced Advertisements, including :—Public and Legal Notices, Sale by Auction, Appointments, Contract Work, Patents, Partnerships, 20/- per ½ inch minimum and pro rata. Box 2/-. Clearances and Wants, Businesses for Disposal and Wanted, Premises, Agents Wanted, Agencies Wanted, Miscellaneous, 20/- for 36 words minimum; then 6d. per word. Box 2/-. Situations Vacant, 15/- for 36 words minimum, then 6d. per word. Box 2/-. Situations Wanted, 4/- for 18 words minimum then 3d. per word. Box 1/-. Specially displayed advertisements with rule all round, 50/- per inch minimum.

ORRIDGE & COMPANY

184 STRAND, W.C.2

Tel : TEMple Bar 9212/3 & 6340

CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL
BRANCHES: BIRMINGHAM · SOUTHAMPTON · LIVERPOOL · SHEFFIELD · CARDIFF

BUSINESSES FOR DISPOSAL

NORFOLK. Well-established dispensing business for sale. Turnover £13,000, audited accounts. Freehold three-story property in central position market town. Part mortgage could be arranged. Harman & Gowen, 7 Queen Street, Norwich. C 3407

APPOINTMENTS

ALBERT DOCK ORTHOPAEDIC HOSPITAL, E.16

Locum Pharmacist required from 28th August—16th September. Weekly salary £20 9s. 6d. Apply, House Governor, Dreadnought Hospital, Greenwich, S.E.10. C 554

BOARD OF MANAGEMENT FOR PAISLEY AND DISTRICT HOSPITALS, ROYAL ALEXANDRA INFIRMARY, PAISLEY

Assistant-in-Dispensing required. Whitley Council salary scale and conditions of service. Applications, in writing, stating age, qualifications and experience, together with the names of two referees, should be sent to the Chief Pharmacist. C 3438

BURTON-ON-TRENT HOSPITAL MANAGEMENT COMMITTEE, ST. MATTHEW'S HOSPITAL, BURNTWOOD, LICHFIELD

Chief Pharmacist (Category II) Applications are invited for the above post. Previous Hospital experience not essential. Commencing salary by negotiation, based on outside experience and Whitley Council Scale. Family house available. Full particulars and names of two referees to: Group Secretary, The General Hospital, Burton-on-Trent. C 6296

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE Senior Pharmacist

for Bethnal Green Hospital. Modern department approved for training students. Salary scale £770—£1,010 p.a. plus higher qualification allowance and London Weighting. Please apply with details of age, training and experience to the Group Secretary, 213 Kingsland Road, London, E.2. C 553

DULWICH HOSPITAL, EAST DULWICH GROVE, S.E.22

Locum Female Assistant-in-Dispensing required March 27th to April 22nd. Apply, Chief Pharmacist, Dulwich Hospital, East Dulwich Grove, S.E.22. C 6279

DORSET COUNTY HOSPITAL, DORCHESTER

Pharmacist required. Salary scale: £690 to £920 per annum. Applications stating age, qualifications and experience, and names of two referees, to Group Secretary, West Dorset H.M.C., Damers Road, Dorchester, Dorset, immediately. C 3398

HAMMERSMITH HOSPITAL & POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Deputy Chief Pharmacist Applications are invited for the post of Deputy Chief Pharmacist at above General Post-graduate Teaching Hospital (Category V). Whitley Council salary scale and conditions, £895—£1,200 per annum plus London Allowance. Detailed applications, stating age, qualifications and experience and naming two referees to Secretary, Board of Governors, Hammersmith Hospital, Du Cane Road, London, W.12, by 11th March. C 6286

HERTFORD COUNTY HOSPITAL, HERTFORD

(21 miles from London) Senior Pharmacist (Category III) Applications are invited for the above post. Duties under the direction of Chief Pharmacist. Department responsible for purchase and issue of drugs, dressings, surgical instruments, etc., for the above and two other hospitals. Applications giving details of age, qualifications and experience, with names of two referees to Hospital Secretary, Hertford County Hospital, Hertford, Herts. C 6292

ROYAL FREE HOSPITAL Pharmacist

Applications are invited for the post of Pharmacist at this Hospital. Salary in accordance with the Whitley Council scale, with extra pay for evening clinics. Applications, with names of two referees, should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 6246

SEAMEN'S GROUP, DREADNOUGHT SEAMEN'S HOSPITAL, GREENWICH, S.E.10

Locum Pharmacist required from 17th July—5th August; 14th—26th August; 25th September—30th September. Weekly salary 18 guineas plus hourly rate 12/6 for two overtime sessions of two hours each week. C 555

ROYAL FREE HOSPITAL

Locum Pharmacist required at the above hospital from 20th March to 29th April. Salary 18 guineas per week. Applications with names of two referees should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 6260

EDUCATIONAL

DISPENSERS in Chemists' shops all too often fail to realise the value of obtaining a qualification such as the Hall Certificate. Our Course of fifty lessons covers the Examination Syllabus requirements. This can be completed within a short time provided students do the two years of practical training in the day-to-day work of the dispensary. Write to The Registrar, City Medical College, 56 Cannon Street, E.C.4, for further details. Fee £6. C 564

SITUATIONS VACANT

RETAIL (HOME)

DISPENSER (male or female) required with a sound experience of dispensing in a busy pharmacy in the Southampton area. Apply, giving details of experience, age and salary required, to Box C 3445.

ESHER, SURREY. Vacancy exists for Assistant Pharmacist, lady or gentleman. Mainly dispensing. Ideal newly qualified pharmacist. Occasional rota duty only, four weeks' annual holiday. Please apply J. Howard Evans, 101 High Street, Esher, Surrey. (Phone: Esher 3040.) C 3414

HAMPSHIRE. Qualified manager required for established retail Chemist shop—one hour from London and coast—confidentially recommended by retiring manager, £1,000 and commission, modern three-bedroomed self-contained maisonnette and garage. Good staff, normal hours, no rota. Box C 3404.

HARROW, near. Young lady able to give a little assistance with dispensing required for good-class residential business. Full- or part-time considered. Apply, full particulars age, experience, salary required, Cameron, 52 Bridge Street, Pinner. C 3429

PHARMACIST, Relief Branch Manager. A Relief Branch Manager Pharmacist required for a permanent position with the Society, Excellent conditions. Applications in writing stating full details of age, experience, salary required to the Personnel Manager, Co-operative, 110 Fratton Road, Portsmouth. C 3433

RELIABLE and experienced dispenser wanted. Good type family business; pension scheme. Apply giving usual particulars and salary required. Directors, Taylor, Brawn & Flood, Ltd., Chemists, 71 High Street, Bedford. C 3450

ERNEST J. GEORGE & CO.

329 HIGH HOLBORN, LONDON W.C.1.

Telephone : HOLBORN 7406/7

Professional Valuers to the Pharmaceutical Trade.—Wholesale, Retail and Hospital Stocks. Branches throughout England and Scotland.

Situations Vacant—Continued

S.W.19. Pharmacist, lady or gentleman, to assist in management of family dispensing business. Good salary, permanency. Apply C. J. Hopkins, 78 Inner Park Road, Wimbledon, S.W.19. (Phone: PUTney 6531.) C 3419
UNQUALIFIED Assistant, either sex, required for dispensing and general counter duties. State age, experience, and salary required. C. E. Ison, Ltd., Dispensing Chemists, Atherstone, Warwickshire. C 3428

RETAIL (OVERSEAS)

PHARMACIST FOR AUSTRALIA. Good remuneration including incentive bonus. Accommodation available. Young lady considered. For personal interview, reply to J. C. Bowden, Customers Mail, Commonwealth Bank of Australia, Strand, London. C 3422

WHOLESALE

ASSISTANT PRODUCT DEVELOPMENT CHEMIST. Miles Laboratories, Ltd., Bridgend Industrial Estate, Glamorgan, manufacturers of "Alka-Seltzer" and a range of Diagnostic Reagent Products are adding to their existing staff as part of an expansion programme and require a Chemist or Pharmacist for the development of new projects. Applicants should be graduates, age not more than 30, with experience of Pharmaceutical development. The work will be varied and interesting ranging from the improvement of existing processes to the development of completely new products. The factory is situated in a pleasant country district near the sea coast. The appointment will carry an attractive salary and a first-class Life Assurance and Superannuation Scheme. Apply Personnel Officer. C 6275

COMPETENT ORDER-TYPISTS required for wholesale chemists. Progressive situation for suitable applicants. Apply I. & N. Rabin, Ltd., 189/190 Shoreditch High Street, London, E.1. C 3426

COSMETIC COMPANY of international repute situated in Surrey seeks a young chemist, no qualifications necessary, for assisting in laboratory and manufacture. Good salary, all facilities, excellent subsidised factory restaurant. Please reply to Box C 3439.

DUNSTABLE, BEDS. Excellent prospects for an assistant pharmacist in small prosperous company with two main road shops. Every consideration for right man. Permanent position. Full supporting staff. Modern dispensaries. Apply Herington (Chemists), Ltd., High Street South, Dunstable. C 3451

FOREMAN required by Wright Layman & Umney, Ltd., for galenical department. Applicant should have experience in the manufacture of extracts, tinctures, syrups, etc. Ability to control staff essential. Excellent working conditions, pension scheme; 42-hour 5-day week and canteen facilities available. This provides a first-class opportunity for one with enthusiasm and initiative. Salary according to experience. Write, Works Director, 66/76 Park Street, Southwark, London, S.E.1. C 6288

**MEDICINAL FORMULATION****IMPERIAL CHEMICAL INDUSTRIES LIMITED, PHARMACEUTICALS DIVISION,**

has vacancies in the new Laboratories at Alderley Park, near Macclesfield, Cheshire, for technical assistants engaged in interesting laboratory work on medicinal formulation. Candidates should have a good background of practical pharmacy and professional qualifications, although preferred, are not essential.

Conditions of employment include a 37½-hour five-day week and Membership of the Staff Pension Fund. An attractive Profit-Sharing Scheme is operated.

Applications with brief particulars of age, education and experience should be addressed to:—

The Staff Manager,
Imperial Chemical Industries Limited,
Pharmaceuticals Division,
Fulshaw Hall,
Wilmslow, Cheshire. C 3447

"RETIRING SOON?" Resting on your laurels? Continue to use your knowledge of doctors and hospitals to good advantage. We need part-time medical representatives, particularly in the Central London area. Box 3437.

**CYANAMID OF GREAT BRITAIN LIMITED****MARKET RESEARCH OFFICER
(PHARMACEUTICAL)**

A man in his late twenties or early thirties is required to carry out market research work concerning pharmaceuticals. Candidates should have experience and qualifications giving them an extensive knowledge of drugs and their usage. In addition they must have an interest in commerce, be able to think logically, and write well.

The commencing salary will be £1,300-£1,400 p.a., plus good employee benefits.

Suitably detailed applications, which will be acknowledged, should be addressed, in complete confidence, to:

Personnel Manager,
CYANAMID OF GREAT BRITAIN LIMITED.
Bush House, Aldwych, London, W.C.2.

C 6273

**CUPAL PHARMACEUTICAL
LABORATORIES****REPRESENTATIVE**

AREA: London, North and West, Middlesex,
parts of Bucks and Herts

This family controlled company, manufacturing packed pharmaceutical specialities, requires an experienced representative to join its staff of senior and, in the main, long service representatives. There is an excellent potential for increasing the turnover of an established territory. Salary will be based on experience; a generous commission scheme makes this an appointment with first class prospects. Write briefly, giving details of experience and background to:—

THE MANAGING DIRECTOR,
CUPAL LIMITED,
BLACKBURN, LANCASHIRE

C 6285

ASSISTANT
to
Sales
Promotion
Manager
(Male aged 25-32)

required for a responsible position in the Sales Promotion Department of Beecham Research Laboratories.

QUALIFICATIONS:

Preferably Pharmacist or Science Graduate with experience of medical representation and/or the promotion of ethical pharmaceuticals.

DUTIES:

His primary task will be to formulate proposals for the promotion of the products for which he is responsible. He will also be required to analyse the activities of competitors in all media and to undertake a critical examination of medical information relating to certain present and future products within the Company's range.

The position offers excellent future prospects. A non-contributory pension scheme is in operation.

Write, giving brief details of personal history to date and quoting reference "Q1," to:

Personnel Manager,
BEECHAM RESEARCH LABORATORIES
LIMITED

GREAT WEST ROAD, BRENTFORD, MIDDLESEX

C 6295

Geigy

We are proud to present Pharmacists with the opportunity of joining our outstanding representative force.

Hard work, initiative and enthusiasm will be expected, appreciated and rewarded.

If you are capable of achieving a high level performance then it is as "Mr. Geigy" that we would say your future is most fully assured.

Initially we would offer you an intensive training course covering all facets of a representative's work. The course is an integration of two vigorous departments—your own professional service department and a research-minded medical department. By the time you make your first call on a doctor you will be confident and competent as a result of the "Training Strength" supporting you at Wythenshawe.

Our International Research Organisation is the security of your future. The discovery of Tofranil for the treatment of depression is but one of our major contributions to modern therapeutics. Because we are more concerned with character and the warmth of your personality, we do not have an age limitation. Generous starting salary, company car, and expense arrangements. Naturally we also have an excellent pension scheme and all other conditions of service are top-class.

Ask your "Mr. Geigy" about the organisation behind him.

Vacancies are in all parts of the United Kingdom for training course starting June 5, 1961.

Please send full particulars of your career to date to:

Head of Promotion,
Geigy Pharmaceutical Company, Ltd., Roundthorn Estate,
Wythenshawe, Manchester, 23

C 6290

RIKER LABORATORIES LTD, LOUGHBOROUGH, LEICS.

due to further expansion have vacancies for

Medical Representatives

in the following territories

NORTH SCOTLAND, LIVERPOOL, YORKSHIRE, WILTSHIRE,
SOMERSET, LONDON AND SOUTH LANCASHIRE

Applications are invited from pharmacists, qualified Medical Auxiliaries and others with a good pharmaceutical or medical background.

We are not worried about an upper age limit for pharmacists provided the necessary qualities of enthusiasm and initiative are evident. No previous experience is required because a comprehensive training is given. There are opportunities for further advancement.

Employment with Riker offers excellent working conditions. Most of the vacant territories do not involve staying away from home and representatives are given extensive backing by Head Office as well as the usual benefits, e.g. car, expenses etc., accorded to men engaged on this work.

Women pharmacists are eligible for these posts. Those who are interested and would like to know more about medical representation should write to us when we will make arrangements for local interviews with our established women representatives.

Applications should be addressed to: The Personnel Manager, Riker Laboratories Ltd.,
Loughborough, Leics.

C 6298

FORTIPHONE HEARING-AIDS

Fortiphone Limited, the famous electronics company is re-organising its national sales organisation, and agents are now being appointed throughout U.K. and Ireland.

CHEMISTS AGENCIES

are now available in many areas—agencies which offer generous trade discounts, and involving

NO CAPITAL OUTLAY

Fortiphone Ltd., with almost forty years experience in Hearing Aid research offer the latest developments in miniaturization. All chemist agencies are supported by our National Consultants Organisation (without charge), and our consultants conduct FREE HOME TESTS BY ARRANGEMENT. In providing this service to the public Fortiphone welcome all enquiries regarding the development of our agencies.

Write for details

FORTIPHONE LTD.

(Pharmacists Agencies)

92 Middlesex Street, London, E.1.

C 6287

ROCHE

THE CHANCE OF A STEADY CAREER

Opportunities are offered to outstanding young men with drive and initiative wishing to start as medical representatives. A pharmaceutical qualification/experience or equivalent academic attainment essential. Vacancies occur in:—

1. Northumberland and Durham (part)
2. Staffordshire
3. London
4. Worcestershire/Shropshire

Applications from other parts of the U.K. will be considered where there are possibilities of arranging a suitable territory.

Good salary, exceptional pension scheme, full expenses; successful applicants are assisted to own their own cars. First class candidates desiring success and security should apply with full details to:

The Secretary,
Roche Products, Limited,
15 Manchester Square,
London, W.1.

Applications will be treated as confidential.

C 6291

For the past sixty years

BOX'S INDIGESTION PILLS



have earned a good name as a family Remedy and have built sound profit for the Chemist.

P.A.T.A. Retail Prices
1/7, 3/6, 5/7, 13/5, and 24/3
(incl. tax).

W. H. BOX,
47 COBOURG STREET, PLYMOUTH

GUM TRAGACANTH

GUM KARAYA
WHOLE AND POWDERED
DIRECT IMPORTERS

M. HAMBURGER & SONS
LIMITED

Plantation House
MINCING LANE • LONDON E.C.3

Phone:
MANSHION
HOUSE
4405
(3 lines)

Situations Vacant—Continued

MEDICAL REPRESENTATIVE required for Northumberland. Experience not essential but must have pharmaceutical or medical background, resident in and know Tyneside well, aged not under 25. Progressive post with salary, bonus scheme, expenses and car provided, pension. Full details of career, age, etc., in confidence, to Box C 3425.

**PHARMACEUTICAL
PRODUCTION MANAGER**

Wanted by well-established firm of Pharmaceutical Manufacturing Chemists, situated near London, a production manager. Applications will be welcomed from men of sound experience in producing, packaging and staff control. Applications which will be treated confidentially should give age, experience, references and salary expected. Box C 6272.

STOCKTAKER (resident, or prepared to reside, either in the London area or in the vicinity of Brighton) with some retail or wholesale experience (not necessarily in stocktaking itself) required by well-known firm of professional valuers; good basic salary which will be supplemented by a bonus. The position also offers excellent prospects in return for efficient service. Please write, initially, under guaranteed assurance of confidence, with brief details of career to date and stating present salary to Box C 561.

WHOLESALE warehouse near London Bridge requires departmental assistant for chemists' sundries, toilet and surgical requisites. Five-day week. Apply Box C 6294.

WHOLESALE (OVERSEAS)

MALAYA. Old-established British import/export company requires assistant aged 21/24. Applicants must be single, in good health and have some knowledge of pharmaceutical business. Previous trading and administration experience is preferred. Three-year contracts with salary and allowances by arrangement. Full particulars to Box C 3441.

AGENTS WANTED

AGENTS (free lance) for all areas, required for cosmetic cream. Please give details of territory covered and other lines held. Reply to Box C 3444.

A NATIONAL SALES FORCE selling merchandise to retail chemists for a well-known nationally advertised branded product. Full details to Box C 3417.

NATIONAL SALES AND DISTRIBUTION. Well established company with efficient sales force and distribution organisation, covering the whole of the United Kingdom, is open to extend their range of chemists' lines. Send full details in first instance to Box C 3448.

REPRESENTATIVES calling on chemists and stores are required to carry as an additional line a first-class range of nylon and mesh spring hair rollers on a commission basis. Good quality products made by a leading manufacturer and backed by a first-class delivery service and highly competitive terms. Box C 6293.

SITUATIONS WANTED**RETAIL (HOME)**

HOLIDAY RELIEF or part-time. Elderly, active, cheerful; lifetime experience, all branches. Management. Unqualified. Trustworthy. "Middlesex." Box C 3436.

WHOLESALE

ANALYST seeks post of responsibility in charge of quality-control laboratory. Box C 3443.

MAN (49) with experience in pharmacy, radiography, photography and optical goods, seeks position in S.W. as representative to firm of repute. Box C 3431.

QUALIFIED CHEMIST, at present managing director of wholesale chemist's business, is about to retire and seeks position where important experience in management, organisation, buying and staff control is required. Age 62. Fit and active. All replies and offers in strict confidence. Box C 3449.

YORKSHIRE AREA. Experienced, energetic representative with large, first-class connection, open to offer from nationally known company. Own car. Box C 3396.

AGENCIES WANTED

MANUFACTURERS' agent covering wholesale and retail chemists and health food stores, Surrey, Sussex, and London W. and S.W., desires another agency. Reply Box C 3442.

BUSINESS OPPORTUNITIES

WE TABLET AND PACK for the trade, bath cubes, air purifying tablets, in fact anything which can be tableted. Send your enquiries to Box A.C. 24072, Samson Clarks, 15/17 Marylebone Road, N.W.1. C 515

WANTED

WE PURCHASE good quality empty 45 gallon steel drums. Send particulars to: Container Services, Ltd., 8 Fazakerley Street, Liverpool, 3. C 3345

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020 and 7692. C 140

SURPLUS CAMERAS, ENLARGERS, CINE CAMERAS & PROJECTORS, PHOTOGRAPHIC EQUIPMENT OF EVERY DESCRIPTION, SURPLUS AND OUTDATED FILM & PAPER. Phone, write or call:—

SPEARS
(Dept. D.), Watling Street, Shudehill, Manchester

Phone: Blackfriars 9432 (5 lines)
Bankers: Midland Bank, Ltd.

C 438

MISCELLANEOUS

QUIET AND ACCURATE workmanship. Over 30 years' practical experience. Detailed inventories supplied to suit your individual requirements. Your own stock sheets priced. Terms moderate. C. W. Playfoot, 8 Aylward Road, London, S.W.20. Phone: Liberty 4104. C 520

REMBRANDT'S nicest fashion jewellery. Continental and exclusive new goods. A selection of same submitted on request. Two trade references required. No catalogues. Importers & Mfrs., Established 1945, 4 D'Arblay Street, London, W.1. C 3411

FOR SALE

CONVEYOR TABLES: "Flowline" 42 ft. long, 1 ft. wide, complete with motor starter belting. Perfect condition, £80 each, also two "Albro" twin-headed powder fillers, perfect condition, best offer. Croydon 7131. C 3434

FOR SALE in cartons 86,000 unused circular screw metal capped bottles, height 4½ in., dia. 2½ in., capacity approximately 6½ fluid ozs. Samples on request. Offers to Jebb Bros., Ltd., Newcastle-upon-Tyne, 1. C 3432

PINE NEEDLE OIL, med. grade, 350 lbs. in 3 drums, 8/- per lb. O.N.O. Also in small lots. Home & Overseas Distributors, 113 Anson Road, London, N.W.2. C 3435

PATENTS

PATENT No. 721514—Improvements in or relating to Therapeutic Preparation for Oral Administration. The Proprietors of Patent No. 721514 desire to enter into arrangements by way of licence or otherwise on reasonable terms to ensure its full development and commercial working in this country.

Address enquiries to:—

W. P. Thompson & Company,
Chartered Patent & Trade Mark Agents,
12 Church Street,
Liverpool, 1

C 3440

MORTGAGES

A SECOND MORTGAGE our speciality; £2 6s. 8d. monthly repayment on each £100 borrowed. Also: 100 per cent. Deferred Mortgage; 95 per cent. immediate. Business and Investment Finance. Cranbrook Mortgage Bureau, Dept. C.B.6, 49 Cranbrook Road, Ilford 3615 (3 lines). C 559

MISCELLANEOUS SALES

PLASTIC baby pants, 8/9 doz. Lanolised and scented, large size, forward pointing legs. Small plastic bib, 4/11 doz. Large plastic bib, 9/6 doz. Plastic cot sheet, 18/11 doz. Special quotations for quantities. A. & H. Heyman, 27 Grange Road, Darlington. C 3446

ITONA SUGAR CANE MOLASSES

packed in glass jars
for convenience and
better protection.

Available in various sizes.

SELLING AGENTS

JEFFREYS, MILLER & CO. LTD.

LEYLAND MILLS WIGAN

Bengué's **Balsam** **BONUS**

LAST MONEY-SAVING WEEK

14 to the dozen
on minimum orders of only 1 dozen

BONUS PARCEL A: 7 x $\frac{1}{2}$ oz. tubes original Bengué's Balsam
7 x $\frac{1}{2}$ oz. tubes NEW Stainless Greaseless
Bengué's Balsam

BONUS PARCEL B: same as above in 1 oz. sizes

in a new, attractive display pack

Invoiced at 22/5 $\frac{1}{2}$ incl. P.T. for Parcel A and 35/4 incl. P.T. for Parcel B, your 14 tubes retailing at 2/4 and 3/8 each respectively show you a profit of over 45% on cost after payment of P.T.

Last money-saving week — make sure of your Bengué's Bonus

ORDER THROUGH YOUR WHOLESALE

Bengué & Co. Ltd. Mount Pleasant . Wembley . Middlesex

THE ETHICAL MEDICAL PREPARATION FOR
THE TREATMENT OF ASTHMA



*Prescribed and recommended by the Medical Profession
in Hospitals, Private Practice and Government
Departments in all parts of the world to which it
has been introduced.*

Tax free Dispensing Pack available.

BRITISH FELSOL COMPANY LTD

WIGTON HOUSE, 206-212 ST JOHN STREET, CLERKENWELL, LONDON, E.C.1.

Telephone, CLERKENWELL, 5862 Cables, 'Felsol', Smith, London.